

20  
YEARS

1980-2000

U.S. TRADE AND  
DEVELOPMENT AGENCY



ANNUAL REPORT 2000

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As you can see from the cover of this Annual Report, the year 2000 marks the 20th anniversary of the Trade and Development Agency's program and our 8th year as an independent agency. This millennial year will also stand out as a time when TDA distinguished itself in several areas.

First and foremost, the TDA multiplier is now 40 to 1, up from 37 to 1 in 1999. For every dollar invested, we have facilitated \$40 in U.S. exports. This brings the grand total of U.S. exports generated from the agency's activities up to \$16.8 billion, \$800 million of which were identified in the last 12 months.

With encouragement and support from the White House, the U.S. Congress has approved an appropriation of \$50 million for fiscal year 2001. This reflects a \$6 million increase from fiscal year 2000 — the largest increase in our appropriation in the agency's history. This vote of confidence in both the importance of our work and the professionalism in which we conduct our responsibilities is gratefully acknowledged by each and every member of our staff. I can remember my first meetings on Capitol Hill when I joined TDA in August 1993. The counsel I received was to broaden the network of U.S. companies TDA works with and take the program "beyond the Beltway." As you will see from this and every Annual Report since that time, we took that suggestion to heart and made outreach a top priority. As a result, we are now seen by an ever-increasing number of U.S. companies as a partner in their overseas marketing efforts.

One of the challenges in further developing TDA's program is maintaining our market driven focus. In fiscal year 2000, we received almost \$12.5 million in transfer dollars, primarily from the State Department through the Agency for International Development. In the coming fiscal year, we anticipate receiving as much as \$14 million. With these additional funds, we are able to aggressively promote our program in the NIS and the Balkans while not diverting our own resources away from the regions of the world that have historically generated greater export success.

What we like to believe is a distinguishing characteristic of TDA is our commitment to refining and further improving our performance. This year the focal point of that ongoing effort has been strengthening the project finance criteria of our investments. This has involved the inclusion of a more detailed financial analysis in all TDA-funded feasibility studies. Because infrastructure projects cannot and will not move forward without money, we are confident that our focus on potential sources of financing will serve us well.

TDA's success is often achieved through the cooperation and assistance of colleagues throughout the U.S. Government. The agencies we work most closely with in addition to our sister trade finance agencies, the Export-Import Bank and the Overseas Private Investment Corporation, include the Department of State, the Department of Commerce's U.S. Foreign Commercial Service, the Agency for International Development, the Department of Transportation's Federal Aviation Administration and Federal Railroad Administration, the Department of Energy and, most recently, the Federal Emergency Management Agency.

Last and certainly not least from my own personal perspective, is my appreciation to President Clinton for having given me the opportunity to serve in his Administration. This has been a great adventure. I have had the chance to meet many new people from our country and from around the world, to make many new friends, to work with an extraordinary team of professionals at TDA and to contribute to our economy's extraordinary success over the last eight years.

Based on TDA's past growth and performance, I have great confidence in the agency's future success as a small, disciplined partner with the foreign countries and U.S. businesses with which it works.



J. Joseph Grandmaison, Director

# The U.S. Trade and Development Agency: *Turning 20 in 2000*



We are delighted to announce that the year 2000 marks the 20th anniversary of the establishment of the U.S. Trade and Development Agency. On July 1, 1980, Thomas Ehrlich, then Director of the U.S. International Development Cooperation Agency (IDCA), established the Trade and Development Program (TDP) as a part of that organization. TDP was the predecessor organization to the U.S. Trade and Development Agency. Prior to its appearance as a separate entity in 1982, TDP had been a part of the Agency for International Development (AID) as the Office of Reimbursable Development Programs. In its new form, it emerged as a small, autonomous organization within IDCA alongside AID and the Overseas Private Investment Corporation (OPIC).

At its inception TDP's mission was to "promote U.S. exports and economic development in developing countries... to contribute to their self-sustaining growth." TDA has continued its primary focus. However our mission has expanded to better reflect our activities as they have increased and to clearly state our ultimate goal, which is to assist in the creation of jobs for Americans by helping U.S. companies pursue overseas business opportunities. Some changes to our mission have come through changes in law. For example, the "Jobs Through Export Act of 1992" officially added middle income countries to our mission. Other changes have come from the insight and innovation of our staff.

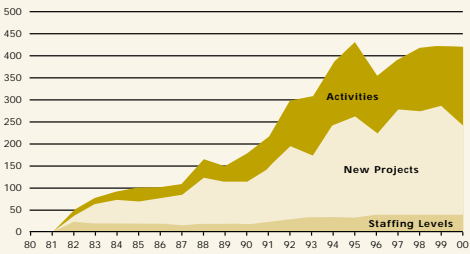
Training grants, conferences and technical assistance all had their start as staff-driven innovations. TDP began in 1980 with its inherited responsibilities of supporting Sections 607(a) and 661 of the Foreign Assistance Act. These sections of our authorizing law at the time spoke to approving and supporting reimbursable agreements with friendly foreign governments for the provision of U.S. goods and services. Section 661 specifically authorized the use of funds to stimulate reimbursable agreements or fund comparable activities. With the language "or fund comparable activities", TDP began to increasingly rely

on U.S. private firms as the principal planners and suppliers in the development of projects and began using U.S. firms to carry out feasibility studies for large-scale infrastructure projects. Over the succeeding years, working with the U.S. private sector and experimenting with different activities, orientation visits, training grants, conferences and procurement assistance have been added to our tool kit. In addition to more diversified activities, we also expanded our reach with new methods such as working with multilateral development banks and instituting budget stretching measures such as cost-sharing our projects with

the U.S. firms doing the work. Our ability to deliver on TDA's mission has also resulted in other agency's transferring resources to us. For example in fiscal year 2000, \$12.5 million were transferred to us for projects in Southeast Europe and the New Independent States. TDP started off with a staff of 22 and a budget of less than \$5 million in 1980. Twenty years later, TDA's budget has grown to \$44 million in 2000 with a staffing level of just over 40. However, these budget figures do not begin to tell the real story of growth, namely the explosion of growth in accomplishment. In our 20 years of existence, we have exponentially increased the number of activities we fund, and the number of new projects initiated each year. In 1982, the first year activity information was recorded, we funded a total of 48 activities and 35 new projects. In 2000 we funded 402 activities and 324 new projects. This growth has come from only modest increases in budgetary and human resources. [See Figure 1.] Through the years TDA has built a reputation as an entrepreneurial organization that aggressively pursues projects

to promote U.S. interests by being highly responsive to viable opportunities around the world. The success of the agency speaks to the ingenuity and hard work of TDA's staff and the results speak for themselves. Sometime in early 1984 the agency crossed over the \$1 billion mark in total exports generated. Since then, the results of the agency's work have been nothing short of astounding. Today, in the year 2000, TDA can boast of nearly \$17 billion in exports generated through projects supported by the agency. [See Figure 2.] What that really means is for every tax dollar spent by TDA, \$40 in sales have been realized by U.S. companies. That level of achievement is based not just on a few success stories, but on the reality that one in three of our projects is successful. As our performance remains strong in the new millennium, we believe the agency's future holds great promise. TDA's reputation as the rapid response arm of the U.S. government's export promotion effort will continue to leverage resources for new opportunities, and our organizational values of innovation and responsiveness will bring enduring success.

U.S. Trade and Development Agency Staffing and Activities History



Activities are the mechanisms TDA uses to provide support, e.g., a feasibility study, orientation visit, etc. New Projects are those for which TDA has funded their first activity in a given fiscal year.

Figure 1

U.S. Trade and Development Agency Exports and Appropriations

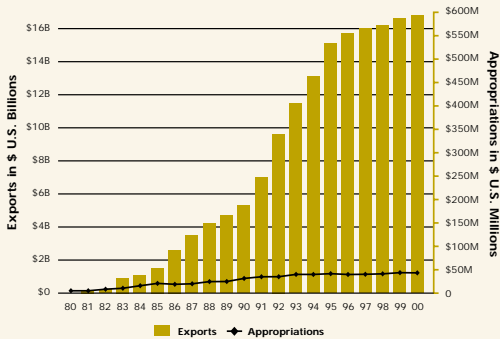


Figure 2

## Some Important Milestones in TDA History

<b>1980</b> The Trade and Development Program emerges from AID and is established as a separate part of the newly created International Development Cooperation Agency (IDCA).	<b>1981</b> David A. Raymond departs after serving as the first Acting Director of the agency. Christian Holmes (1981-1987) becomes the first Director of the agency.	<b>1982</b> TDP, independent from AID by delegation of authority, now also receives a separate authorization and appropriation through Section 661 of the Foreign Assistance Act.	<b>1984</b> TDP-related exports surpass the \$1 billion mark.	<b>1988</b> Passage of the Omnibus Trade and Competitiveness Act of 1988 (P.L. 100-418) makes TDP an independent agency and requires the TDP Director to be appointed by the President. The Act also transferred to TDP from AID the tied aid responsibilities instituted by the Trade Expansion Act of 1983. It also directed that education and training programs be a part of Agency's activities. Priscilla Rabb-Ayres (1988-1991) becomes the agency's second Director.	<b>1989</b> The Support for Eastern European Democracy (SEED) Act of 1989 authorizes \$6 million for TDP over a three-year period.	<b>1991</b> Jose E. Martinez (1991-1993) becomes the third Director of the agency, and the first to be appointed by the President and confirmed by the Senate.	<b>1992</b> The Jobs through Export Act of 1992 renames TDP as the Trade and Development Agency to clarify that TDA is an independent agency and to increase its visibility as the primary Federal agency promoting private sector trade development in middle-income and developing countries. The Freedom Support Act of 1992 passes, providing funds to TDA for activities in the New Independent States.	<b>1993</b> The U.S. Senate confirms President Clinton's appointment of J. Joseph Grandmaison (1993-present) to become the fourth and longest serving Director in the agency's history. The Trade Promotion Coordinating Committee (TPCC) recommends that all feasibility studies for major export projects be consolidated under TDA.	<b>1997</b> TDA opens its overseas office in Manila, Philippines.	<b>1998</b> TDA opens the Caspian Finance Center in Ankara, Turkey, as a joint venture with OPIC and Ex-Im Bank to support the multiple pipeline strategy and ancillary projects in the Caspian region.	<b>2000</b> In cooperation with OPIC, TDA opens the Southeast Europe Business Development Office in Zagreb, Croatia, to facilitate the involvement of U.S. companies in the rehabilitation of the Balkans.
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# TDA: *The Basics*



**W**orking to promote U.S. exports in a fiercely competitive world market requires effective, responsive tools. Here at TDA, we believe we have developed a kit that serves the U.S. business community with whom we work well. Following are descriptions of the resources we use to help fashion U.S. solutions to global infrastructure needs — and success stories to illustrate their effectiveness.

### Feasibility Studies

Much of TDA's export success is associated with feasibility studies, the agency's primary tool. Feasibility studies are the "nuts and bolts" of project planning. These business plans, which evaluate the technical, legal, economic, environmental and financial aspects of a project, are required by financial institutions to assess the creditworthiness of a project. Most importantly, when U.S. firms conduct feasibility studies, these recommendations and specifications can be written to American codes and standards, positioning U.S. suppliers for procurement opportunities when a project is implemented. In 2000, TDA funded 110 feasibility studies.

**Success:** Croatian Energy Supply Revitalized With U.S. Equipment and a TDA Grant

In 1995, TDA provided a \$408,900 grant to Croatia's National Electricity Authority to partially fund a feasibility study to evaluate three rehabilitation options for Croatia's key large heat and power production facility in Zagreb. The study ultimately recommended installation of 2x70 MWe state-of-the-art combustion turbines with two heat recovery steam generators and a single new 52 MWe steam turbine. According to Parsons, the Pennsylvania company that ultimately won the \$101 million contract to implement the project, "the resulting feasibility study

report served as a bankable document," that was instrumental in the U.S. Export-Import Bank's approval of a \$56 million loan for the sale of U.S. turbines and miscellaneous equipment.

The project is now in the late stages of construction and all of the major equipment has been installed. Integrated testing and commercial operation is planned for early 2001.

### Technical Assistance

TDA funds technical assistance grants when required expertise for the development of an infrastructure project is unavailable in the host country. In addition, TDA has provided grants to assist in the development of the legal and regulatory framework relating to a project's implementation. TDA funded 58 technical assistance grants in 2000.

**Success:** U.S. Technology Prevails in the NIS with TDA Technical Assistance Grant

In 1995, TDA provided a technical assistance grant to help establish the legal framework for a revenue collection mechanism for an NIS-wide computerized airline reservation system. The consultancy was carried out by the New York law firm Coudert Brothers.

One in three TDA projects yields export success. However, the projects we invest in take time to plan and time to construct. In 1997, the U.S. Export-Import Bank approved financing for the sale of U.S. goods for a high-tech reservation system in Russia. The project, which was led by SABRE Decision Technologies of Texas, was completed this year. IBM and AT&T were major suppliers of the computerized air ticketing and cargo tracking systems that have made this project a success. To date, it has resulted in \$86 million in exports. Additional U.S. exports are anticipated if this now domestic system is expanded to handle international flights and airlines.

### Orientation Visits

In 2000, TDA hosted 35 orientation visits (OVs). Also known as reverse trade missions, OVs are a valuable tool to showcase the very best of American equipment, technology and services in action. We invite foreign procurement specialists to the corporate boardrooms and factory floors of the large and small American companies that can best meet their upcoming project needs. Site visits are used to demonstrate the final results of U.S. engineering expertise.

**Success:** TDA Matchmaking Efforts Export Success to Venezuelan Telecommunications Sector

The Venezuelan telecommunications sector has dramatically changed since 1991 when a private consortium including GTE purchased 40 percent of the state-owned telephone company. This year, the Venezuelan telecommunications market changed even more dramatically. In June,

President Hugo Chavez signed the long-awaited organic telecommunications law, which now allows foreign investment in Venezuela's fixed-line and long-distance telephone market. In November, the basic telephone monopoly expired, raising investor interest even further. Over the next five years, the country anticipates attracting \$10 billion in investment to finance the equipment, machinery and services required to implement planned developments.

TDA has watched these events unfold over the last half decade and worked hard to level the playing field on behalf of U.S. technology companies. In 1997, the agency hosted an orientation visit for Venezuela's National Telecommunications Commission (CONATEL) to highlight spectrum management opportunities. As a result of this visit, TCI/BR, of Sunnyvale, California, recently captured a \$10 million contract for the sale of a spectrum management system.

In 1999, TDA hosted a very successful orientation visit for additional CONATEL officials to brief U.S. businesses on changes in the country's telecommunications market. In 2000, TDA invited CONATEL officials once again to the United States for a two-day business briefing where they provided information on the current state-of-play in Venezuela's telecommunications market, updates on the newly signed legislation and details on upcoming investor and supplier opportunities. The successful event, which was held in June in Washington, D.C., was attended by nearly 70 U.S. businesses.

TDA Activities Funded in 2000	
Feasibility Studies	110
Definitional Missions and Desk Studies	159
Orientation Visits	35
Conferences	16
Training Grants	4
Technical Assistance	58
Procurement Assistance	15

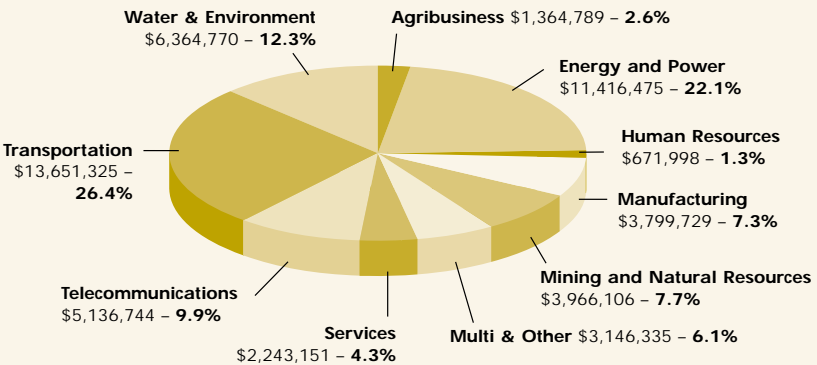
Our hope is that these collective efforts will position U.S. companies to export their top-notch technologies to the Venezuelan market as CONATEL's privatization efforts continue.

### Conferences

TDA is known for trade events that bring together industry leaders and project sponsors in a highly-charged, deal-making atmosphere. Because attendees learn about researched, bankable projects and meet with key foreign buyers from around the world, TDA conferences enable U.S. companies to maximize their marketing budgets.

In the months leading up to TDA conferences, a team of sector experts is dispatched to the region to identify near-term, multi-million dollar projects. The project sponsors are invited to the conference to brief the American audience on their plans, needs and implementation timelines. Attending U.S. companies are able to meet one-on-one with project sponsors to establish interest and market their technology for the various opportunities presented at the event. In 2000, TDA hosted 16 conferences.

### TDA Activities by Economic Sector





**Success:** One-on-One Meetings Yield Major Success for U.S. Transportation Companies in Asia

In March 1998, TDA hosted *Asia Transport*, a conference to match upcoming regional transportation and investment plans with emerging U.S. technologies. Eighty U.S. business executives joined us in Bangkok, Thailand, to hear project presentations from eight Asian countries.

To date, contacts made in the course of that two-day event have yielded nearly \$84 million in U.S. exports. Motorola, which made a presentation on smart card technologies at the conference, was recently awarded a \$79.2 million contract to supply smart cards and readers to the Land Transport Authority in Singapore. Additionally, Parsons Brinckerhoff won a \$2.6 million engineering design contract for the Southern Outer Ring Road in Thailand and Frederick Harris has been selected as a subcontractor on the Vietnam Inland Waterway Project — projects that were presented at the conference.

Training Grants

TDA training grants are the added boost some U.S. firms need when they are locked in hot competition with heavily government-subsidized foreign companies for international procure-

ments. These grants, which enable the foreign project personnel to receive necessary technical and managerial training, are provided on the condition that an American firm is selected for the contract. In 2000, TDA awarded four training grants.

**Success:** Promoting U.S. Environmental Technologies to Clean Up Beirut Landfill

In 1999, Radian International LLC of Fairfield, New Jersey, found itself in this exact type of competition of a landfill reclamation project in Beirut, Lebanon. During the country's 16-year civil war, the Normandy Landfill, located along the shore of the Mediterranean Sea, was used as a dumping ground for municipal solid waste. This reclamation project aimed to ready the site for future commercial and civic construction.

In early 1998, Radian made the short-list of companies under consideration for phase two of this project. However, the company was in a tight competition with French and Dutch firms whose governments had subsidized small-scale, on-site materials testing projects in support of their bids. Because Radian had a unique method of breaking down the solid waste materials, at the strong recommendation of U.S. Ambassador to Lebanon



Site of a major TDA success, this photo features a power plant in Croatia that is being rehabilitated with the help of \$56 million in U.S. equipment.

David M. Satterfield, TDA stepped in to tip the scales on the company's behalf with a \$220,000 training grant to present the technology to the project sponsor. The money proved to be well-spent — to date, the project has generated \$34 million in U.S. exports.

Definitional Missions and Desk Studies

Early project research is primarily carried out exclusively by small businesses through definitional mission and desk study contracts. These opportunities are for technical and trade experts to research potential projects and make recommendations on TDA investments. These activities precede almost all feasibility studies funded by the agency and most technical assistance and training grants. Definitional missions require a short trip overseas to meet with the project sponsor while a desk study's research is carried out exclusively in the United States. This year, TDA worked with 86 different small companies in the 159 definitional missions and desk studies we funded.

U.S. Suppliers for the Normandy Landfill Reclamation		
Company	State	Component/Service
Wildcat	South Dakota	Trommel Screens
SCAT Engineering	Iowa	Compost Turners
SSI	Oregon	Shredders
Nordbuck Read	Massachusetts	Screens
Radian International	New Jersey	Operation and Management

Promoting U.S. Foreign Policy

Stabilizing a democracy and developing a market-based economy often go hand in hand. Because of TDA's commercial experience in developing and middle income countries, we often are called upon to assist regions in crisis. With the help of transfer dollars through the State Department and the Agency for International Development, TDA complements bilateral and multilateral programs to promote peace and prosperity.

Southern Europe

The South Balkan Development Initiative

The ink is drying on the final grant agreements under TDA's South Balkan Development Initiative (SBDI). Lauded as a rare example of Western foreign assistance producing fast, effective results, this four-year \$30 million initiative has helped Albania, Bulgaria and Macedonia further develop and integrate Corridor VIII, the east-west surface transportation route in the Balkans that runs from the Black Sea to the Adriatic.

SBDI was funded under the State Department's Support for Eastern Europe Democracy Act and carried out by TDA. TDA used a variety of the agency's traditional tools to assist with surface transportation projects, including several feasibility study and technical assistance grants. We have also used funds to procure U.S. construction and communications equipment to alleviate some of the region's immediate transportation bottlenecks and to assist in the long-term maintenance and development of Corridor VIII.

SBDI began with three objectives, and all three have been achieved:

1. Help upgrade the three countries' transportation infrastructure to

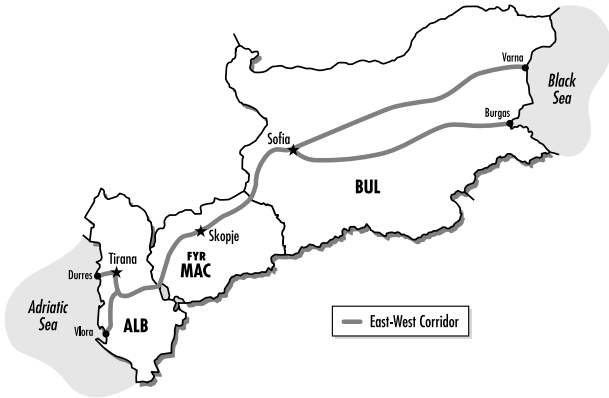
increase trade and stimulate economic development.

In total, TDA has funded three dozen projects under SBDI to help the countries upgrade their transportation infrastructure.

2. Encourage the three countries to develop a regional approach to transportation planning and use regional synergies to leverage new public and private capital.

The key to TDA's success in implementing this initiative has been listening to the clients as they have taken a proactive approach to prioritizing their transportation needs. As part of SBDI, the three countries established a South Balkan Transportation Coordinating Group (CG) and a Secretariat Office in Sofia, Bulgaria. The CG has identified projects and worked effectively to manage regional transportation initiatives. TDA's involvement in these important working groups helped us identify those projects where U.S. equipment and technology would be the best match.

The cooperation fostered in these meetings soon became evident in the types of projects being presented to TDA. Instead of each country making singular requests on behalf of its road or rail systems, Albania, Bulgaria and



FYR Macedonia proposed joint projects such as the procurement of traffic analysis counting equipment and highway mobile laboratory equipment for the region. The Coordinating Group also requested and received transportation, financial and procurement advisory services funded by SBDI.

3. Use the concrete experience of regional cooperation on transport infrastructure development to foster more general regional cooperation and economic integration.

Countries that join together to share fundamental needs such as energy, transportation, water or technology are more likely to cooperate on broader issues like trade. The best evidence of SBDI's success in this area is the strong support among the countries for deepening and broadening their cooperation and their enthusiasm for participating in the Southeast Europe Initiative.

**The Southeast Europe Initiative**

When TDA first established SBDI, we understood we were fighting to add a sense of stability to a rapidly changing region. We targeted the most basic — and most important — linkages we could find: road and rail transportation. However, we always knew Corridor VIII was far more than just a road. As the links among the economies and cultures of the three countries continue to grow, Corridor VIII will become a vital Economic Corridor as well. Economic Corridor VIII will one day include an oil pipeline from Bourgas in Bulgaria to Vlore in Albania. It will include high voltage transmission lines across both borders. The major airports on the corridor will connect the region with the world. The foundation for these projects has already been laid through TDA-funded feasibility studies.

The best way we know to achieve the vision of Economic Corridor VIII is not just through foreign assistance — although that is important. The longest lasting impact we can have is to bring U.S. technology and investment to the Balkans through our private sector. This is the mission of TDA's latest program in Southern Europe, the Southeast Europe Initiative (SEI).

SEI starts with the success of SBDI and builds in two directions. First, we have expanded our sector focus. We are investing in airports, energy infrastructure and telecommunications and we continue to look for new opportunities. Second, we have expanded the countries where this special program operates to include Bosnia & Herzegovina, Croatia and Romania in addition to Albania, Bulgaria and Macedonia.

TDA has new resources, also funded through the Support for Eastern European Democracy Act, with which to implement SEI. This is a sign of the U.S. Government's continued engagement in the region as a whole. SEI will help our partners launch major privatization, reconstruction and modernization efforts, while at the same time ensuring that American businesses have a fair shot at winning associated contracts.

To identify opportunities for U.S. firms in the Balkans, TDA looks for untied funding sources. The Stability Pact, a multilateral organization coordinating the activities of major donors, includes more than \$2.4 billion for reconstruction efforts. However, much

of this money is being offered by Western Europe and is therefore tied to these countries' suppliers. TDA's strategy is to identify those areas in which U.S. companies are highly competitive — rail, aviation, power, and oil and gas — and projects funded by sources for which U.S. firms will be eligible to compete.

To solidify our support for U.S. companies eager to work in Southeast Europe, TDA opened a new business development office in February 2000 in Zagreb, Croatia. The growing pipeline of new potential investments reflects that outreach's success.

**Africa**

**Nigeria**

Following Nigeria's transition to a democratically-elected government in 1999, TDA mobilized its program to encourage U.S. firms to bring American private sector expertise into the country's new political and economic environment.

With Nigeria set to recapture a prominent position in the region and attract substantial investor interest, TDA has targeted new opportunities for U.S. companies in key sectors that are needed to grow and diversify Nigeria's large domestic economy.

After years of inactivity, TDA signed its first grant agreement with Nigeria in July of this year for a feasibility study on an important project to revitalize the country's sugar industry. The study is being carried out by F.C. Schaffer & Associates of Baton Rouge, Louisiana.

In September, TDA Director Grandmaison accompanied President Clinton on a trip to Nigeria to discuss ways to expand the U.S.-Nigeria trade and investment relationship. While there, Grandmaison announced more than \$1 million in newly-approved projects. They included:

- *Nigeria Gas Corporation (NGC) Increased Gas Utilization* — A \$400,000 grant to NGC for a feasibility study on the domestic use of natural gas, the country's dominant energy resource.
- *Warri Refinery and Petroleum Company Modernization* — A \$360,000 grant to the Warri Refining and Petrochemical Company to fund a premium gasoline and aviation fuel feasibility study.
- *Kogi Cement Factory* — A \$350,000 grant to partially fund a \$700,000 feasibility study on the construction of a cement plant to accommodate Nigeria's enormous growth in government, transportation and civil works projects.
- *Frequency Spectrum Management* — A \$183,150 grant to the Nigerian Communications Commission for a feasibility study on a comprehensive spectrum management system.

TDA's reengagement in Nigeria with this growing portfolio of projects

epitomizes the Clinton-Gore Administration's commitment to aiding economic liberalization and establishing business linkages between the United States and Africa.

**North Africa**

In 1998, then U.S. State Department Under Secretary of Economics, Business and Agricultural Affairs (now Deputy Secretary of Treasury) Stuart Eizenstat announced the U.S.-North Africa Economic Partnership, an initiative aimed at encouraging private sector-led growth and regional economic integration in Algeria, Morocco and Tunisia. Collectively known as the Maghreb, the region comprises a market of nearly 80 million people with a combined GDP of \$137 billion.

Shortly after the initiative was announced, TDA awarded its first grant in over ten years to Algeria for a feasibility study on the development of an independent power project. Since that time, our investment portfolio has broadened to include most sectors in which we work. This year, TDA funded a total of five new grants to Algeria, Morocco and Tunisia.

In September, TDA Director Grandmaison and Africa/Middle East Regional Director Henry Steingass traveled to North Africa to expand TDA's role in promoting U.S. participation in infrastructure and industrial projects. During their travels, they signed two grants:

- *Algeria Gold Mine Project* — A \$450,000 grant for a feasibility study on a gold mining development project in the southern Algeria town of Amesmessa.
- *Morocco ONE Telecom Backbone Project* — A \$306,180 grant to partially fund a feasibility study on the national electricity company's potential entry into the fiber optic telecommunications sector.

With privatization and trade liberalization rapidly spreading throughout the Maghreb, TDA hosted the *Maghreb Investment and Development Conference* in November in cooperation with the U.S. Departments of State and Commerce. The event featured over 30 infrastructure projects in the telecommunications, energy, transportation, environment and health care sectors, half of which may be eligible for TDA grant assistance. In hosting this conference, TDA was doing its part to meet two key goals of the U.S.-North Africa Economic Partnership: fostering senior-level policy dialogue aimed at promoting economic reform and liberalization; and providing focused technical assistance and training programs aimed at helping Maghreb governments improve their business and investment climates.



TDA Regional Director Ned Cabot (top left) views a catenary inspection and maintenance vehicle similar to the one being delivered to Bulgaria under an SBDI procurement.



# India: *Country of the Year*

India — it is a country that is clearly on the move. With its growing population and robust economy, there are compelling reasons for U.S. businesses to be watching this hot South Asian market. President Clinton's March visit elevated India's position in the global economic order and highlighted vast commercial opportunities for projects in some of TDA's most active sectors.

Here are the facts: The United States is India's largest trading partner, but U.S. exports to the country have lagged considerably. Economic reforms have propelled India to one of the ten fastest growing economies in the world. Growth predictions for the near future are more than six percent. Inflation is low; the rupee is strong. American businesses are now wondering, "Where do we go from here?"

An unprecedented level of inter-governmental cooperation has been mobilized to help answer this question. TDA is proud to be a leader in this effort. The agency has engaged in strategic partnerships with the Departments of Commerce, Energy, and State, the Agency for International Development, the Export-Import Bank, the Federal Aviation Administration, the Federal Communications Commission, the

Federal Emergency Management Agency, the Federal Railroad Administration and the Overseas Private Investment Corporation to identify opportunities for U.S. companies in India. In the nine months since the President's visit, TDA has worked with our partners throughout the government to fund new activities in India in every major sector in which we do business.

**Following are highlights from TDA's 2000 program in India — Country of the Year:**

**Telecommunications**

One of the greatest success stories of the Indian economy is information technology and software development. The IT sector as a whole is growing at a phenomenal 50 percent annually. What is missing from this success story is the telecommunications and underlying network needed for the country to fully benefit from its top-notch software development.

Because American companies produce some of the world's most competitive IT and telecommunications infrastructure, TDA believes this is an excellent opportunity for export-rich partnerships. Examples of our work this year to facilitate these partnerships include:

- A \$218,950 grant to a private sector Indian cable operator for a feasibility study on an Internet-Over-Cable project, which will provide high-speed internet access.
- An orientation visit for Indian telecommunications officials to present upcoming cellular, rural telephony, internet protocol, satellite communications, spectrum management and convergence projects. Delegates met with U.S. technology companies in Washington, D.C., and San Jose, California, and took part in briefings with their counterparts at the Federal Communications Commission.

**Promoting Clean Energy**

Because the developing world's demand for clean energy technologies could total up to \$5 billion over the next 20 years, President Clinton has proposed a multi-agency initiative to help develop and export related goods and services to the world market.

TDA took the lead in promoting the proposed initiative in India when we sponsored 20 public and private sector delegates to the agency's *Energy South Asia Conference*, which was held in March in Kathmandu, Nepal, in cooperation with the U.S. Departments of

Energy and Commerce. The event brought together regional energy project sponsors and U.S. energy companies to discuss nearly \$15 billion in upcoming energy opportunities. The Indian delegation presented 23 projects to attendees.

In particular, the U.S. coal industry is strategically positioned to offer new clean energy technologies to India. Faced with strict new environmental regulations over the last decade, American producers, processors and users of coal have melded, merged, restructured and realigned to develop technologies that use coal more efficiently, cause less detriment to the environment and ultimately provide more energy.

Because India is heavily reliant on the use of coal, the U.S. experience is ripe for replication. For example, U.S. washing technology has already been introduced in India to help reduce the ash content of low-grade coal. This year, TDA provided partial funding for

a feasibility study on a project that goes one step further — a power plant that will be fueled by the waste products of a nearby coal washery.

To help American companies identify clean coal opportunities in India and develop a market entry strategy, TDA sent U.S. petroleum experts on a definitional mission to the country in July to meet with public and private sector petroleum officials.

**Environment**

Beyond clean energy, TDA is actively promoting the use of several other types of environmental technology in India. In April, U.S. environmental experts traveled to India on a TDA-sponsored definitional mission to explore new areas of cooperation and to identify priority projects in the biomedical waste, solid waste and wastewater sub-sectors. The team met with public and private sector officials in

the western states of Gujarat and Maharashtra and the southern state of Tamil Nadu. TDA will be investing in several of the projects recommended by the definitional mission team.

TDA also provided partial funding for a feasibility study on an integrated project to help modernize and expand a private medium density fiberboard production plant in Haryana. The fiberboard will be used as an alternative to natural wood in the housing and furniture industries. In addition to preserving forests in India, this project will promote clean energy by using agricultural waste to power a cogeneration plant. A consortium of U.S. companies including Jacobs Engineering of Pasadena, California, Alutec of Carlsbad, California, and ABII of Washington, D.C., is conducting and sharing in the cost of this TDA-funded study.



TDA Asia Regional Director Geoff Jackson talks with James Brache and Carl Reinhardt of OPIC on a recent trip to Nepal and India. Mr. Reinhardt joined TDA's meetings with officials at the Ministries of Aviation, Railways and Communications in New Delhi in March.



Secretary of Commerce Bill Daley joins BSES Limited Chairman R.V. Shahi in Mumbai during President Clinton's March visit to sign a \$176,000 TDA grant for the development of the Korba Tailings-Fueled Power project, an environmentally-friendly project that will use the by-products from an existing coal washery to fuel a new power plant. The feasibility study is being carried out by Foster Wheeler International of New Jersey.





In April, several public and private sector Indian officials joined TDA at *Building a Disaster-Resistant Asia*, a conference showcasing U.S. emergency management technology. Seated from left to right are TDA Southeast Asia Country Manager Manisha Kothari, Tamil Nadu Revenue Secretary Debendranath Sarangi, and Andhra Pradesh Commissioner of Relief P. Bhaskara Prasad. Standing are GOI Cabinet Joint Secretary Bijoy Chatterjee, FEMA Director James Lee Witt, IAS Joint Secretary Anil Kumar Sinha, U.S. Consulate Vaidyanathan Purushothaman, Indian Institute of Public Administration Professor Vinod Kumar Sharma and Joint Secretary Ashok Saikia.

Rail

From rolling stock to locomotives to light rail technologies, American businesses offer some of the most competitive rail equipment in the world. This year, TDA joined with the Federal Railroad Administration to help ensure that new Indian rail projects move forward with the “Made in America” stamp.

In April, TDA hosted a delegation of officials from Calcutta and Bangalore on a four-city tour of high-tech rail facilities. Stops included Los Angeles, Pittsburgh, Philadelphia and Washington, D.C., where the delegates met with U.S. companies to discuss two major light rail projects currently under way in India.

In September, TDA teamed up with the Federal Rail Administration again to host an orientation visit for eight senior officials from India Railways. The delegation presented more than \$1.5 billion

in upcoming procurement opportunities to U.S. companies at a business briefing in Cleveland, Ohio, and attended AREMA 2000, the annual meeting of the American Railroad Engineer & Maintenance Association in Dallas, Texas.

Aviation

According to recent forecasts, domestic and international passenger traffic in India is expected to grow at 12.5 percent and 7 percent respectively over the next decade. This year, in cooperation with the Federal Aviation Administration (FAA), TDA announced the India Aviation Sector Trade Initiative, which will help place U.S. businesses on the ground floor of important upcoming aviation projects in India through project research, technical assistance and training programs. The initiative was kicked off in February when TDA Director Grandmaison joined with David Knudson of the FAA and Carl Reinhardt of OPIC to meet with India’s Secretary of the Ministry of Civil Aviation and the Chairman of the Airport Authority to discuss potential areas of cooperation on air traffic control, airport security and airport privatization.

In June, TDA hosted three officials from India’s Airport Authority and Ministry of Aviation on an orientation visit to the United States. The delegation met with U.S. aviation leaders and vendors, toured Ronald Reagan Washington National Airport and John F. Kennedy Airport, visited the Federal Express Hub in Memphis, Tennessee, and attended FAA briefings on CNS/ATM, security and other safety issues.

Emergency Management

In April, TDA hosted *Building a Disaster-Resistant Asia*, a three-day policy and project conference designed to assist countries throughout the region with their plans to prepare for and mitigate natural disasters. Federal Emergency Management Agency Director James Lee Witt provided the keynote address in which he emphasized the importance of cooperation at the national, state and local levels to minimize damages associated with natural disasters.

With its long coastline and varied terrain, India is susceptible to a variety of natural disasters. Following the devastating Orissa cyclone that claimed over 10,000 lives in 1999, India has taken new measures to better prepare for future natural calamities. The Indian delegation that attended TDA’s emergency management conference included representatives from the central and state governments, as well as the Indian Institute of Public Administration. Eight Indian projects were presented, including a \$220 million program for preparation and reconstruction in Andhra Pradesh and a \$6.6 million initiative to strengthen country-wide institutional capacity for emergency management.

In total, TDA spent approximately \$2.3 million in India this year, up from \$1.7 million in 1999. To date, TDA’s collective investments in this rapidly growing country have produced \$367 million in U.S. exports. We expect this investment pace to continue and are actively seeking new public and private sector partners in India and the rest of Asia.

High-Tech Initiative Update:  
Information Technology  
and Telecommunications

With the continuing integration of advanced technology into almost every infrastructure sector, TDA’s High-Tech Initiative has taken on a life of its own. From IT applications in power distribution systems, to expansion of basic internet access, to the rapidly developing e-commerce and e-government arena, to wireless telecommunications, TDA continues to be on the cutting edge of high-tech developments. It comes as no surprise that the level of technological sophistication we are supporting varies widely in each region, depending upon the level of economic development.



Internet Access  
in the New  
Independent States

With the poor economic conditions in the Republic of Georgia, most of the country’s citizens do not have the means to afford computers and internet service. To meet the demand for these services, a joint venture has been formed by i-world, a U.S. company, and SANET, Georgia’s largest internet service provider, with the goal of establishing “cyber communications centers.” These centers will be based primarily in schools where students may use them free of charge. The centers will be available to other users for a nominal fee during evenings and weekends. It is believed that hundreds of thousands of Georgians will use this service. TDA has provided a \$143,000 feasibility study grant for this project, with anticipated exports in excess of \$10 million over the next few years. Furthermore,

the feasibility study will also examine joint venture opportunities between i-world and U.S. computer manufacturers, who are eager to “bundle” their products with internet service providers in an effort to command greater market share in emerging markets.

E-Commerce and IT  
in Asia

The rapid expansion of e-commerce and IT projects is creating excellent global opportunities for U.S. firms. Taiwan is taking aggressive steps to foster electronic business methods and has funded a number of programs to assist Taiwan businesses in deploying facilitating technologies. To assist them in this effort, TDA has sponsored several orientation visits (OV) designed to introduce the Taiwanese to U.S. companies. One of the OVs focused primarily on Internet and Application Service

Providers (ISP/ASP). Essentially, ASPs provide a way for companies to outsource information technology needs, with the ASP acting as third-party e-business systems managers. Another OV focused on e-commerce issues, such as e-commerce security.

In the Philippines, we provided feasibility study funding for both the Port Authority and the Central Bank to implement MIS systems for those organizations. We invested in a \$500,000 feasibility study for the Vietnam Social Security Administration (SSA), which is implementing a \$50-\$60 million nationwide computerized system. This system, which will enable the SSA to provide more efficient services as well as link the headquarters with almost 700 district and provincial agencies, could result in U.S. exports of over \$40 million in hardware, software and services.





### Telecommunications in Africa

TDA has enjoyed several recent successes with telecom projects in South Africa, Mauritius and Gabon, underscoring the untapped potential telecommunications market in numerous countries throughout this large, underserved region. In South Africa, TDA offered a training grant to support Southwestern Bell's (SBC) bid for the \$1.5 billion Million Line Project, a major investment in expanding both wireless and fixed line telephone services for previously disadvantaged areas of the country. SBC won the bid and U.S. exports are estimated at well over \$100 million for the project, which is now being implemented.

In Mauritius, a TDA training grant supported several short-listed American companies bidding on a project to supply, install and commission a wireless loop system. The contract was won by Qualcomm, and is being implemented by Ericsson Wireless of San Diego, California. Over \$25 million in exports have been realized from this project so far, and it could lead to significant U.S. exports in other East African countries following the Mauritius experience.

When Gabon's Office of Posts and Telecommunications began looking toward digital cellular technology for a proposed cellular/telecommunications switching system, TDA funded a feasibility study to focus on the details of such a project. As a result, Motorola won the contract, which has generated over \$9 million in exports to date.

Having recently re-opened its program in Nigeria, TDA has invested in technical support and a feasibility study for the Nigeria Communications Commission (NCC) on a project to provide rapid assistance on how the country can most effectively manage the frequency spectrum to expand wireless telecommunications access. The attractiveness of investment in Nigeria's telecommunications system lies in its enormous untapped potential. With 120 million citizens, the country now has only 700,000 telephone lines, a number the Communications Ministry hopes to see rise to three million by 2005, including both wireless and wired lines. Wireless solutions can provide telecommunications access throughout Nigeria in the near future, which is seen as a key requirement for Nigeria's economic growth.

Finally, TDA partially funded a feasibility study that will assess whether Morocco's Office National l'Electricité (ONE) should enter the fiber optics telecommunications sector. ONE is currently expanding its internal fiber optic telecommunications network that controls power transmission and dispatch. As part of this process, ONE is evaluating whether it should invest

additional capital to use its internal network as a platform for a commercial network that could meet some of the growing telecom and internet service demand in Morocco.

### Public Sector IT and Telecommunications in Europe

We are seeing primarily public sector IT and telecom projects in Europe, as governments seek to use technology to make their operations more efficient. For example, TDA funded a major feasibility study several years ago examining ways to use IT to modernize the power grid control systems for the Baltic countries of Latvia, Lithuania and Estonia. So far, \$8 million out of an anticipated \$40 million in exports have been generated for this project. The exports have consisted primarily of computer hardware, remote terminal units/communications and application software.

Two recent TDA-funded feasibility studies, one in Poland and one in Hungary, show exceptional promise for significant exports. The Polish project, referred to as POLTAX, involves the computerization and networking of the country's tax administration offices. POLTAX represents one of the largest information technology projects in Poland today and provides a great opportunity for U.S. firms to establish themselves early in this fast growing market. If U.S. companies win the implementation of this project, our IT industry could benefit for decades to come as Poland moves into the information age. This is not an easy task:

Foreign competition is intense, as the French and Swedish have been attempting to influence the Ministry of Finance procurements for a decade. Nonetheless, we believe that having a U.S. firm conduct this feasibility study will give U.S. companies an edge in this competition.

To support Cisco's bid to help the Hungarian Railways (MAV) restructure its communications system, we are partially funding a pilot project to demonstrate cutting-edge Internet Protocol (IP) technology. Although separate networks for voice, data and video are the norm around the world, progressive IP telephony technology brings those networks into one platform. This pilot project will demonstrate that integrated networks will provide MAV with the most streamlined solution currently available on the market, and is worth the higher initial costs. Cisco is sharing in the cost of the pilot project, and will reimburse TDA's \$54,000 contribution if it is successful in implementing the new system. We are confident this investment could prove instrumental in MAV purchasing close to \$13 million in U.S. IP equipment and services.

### E-Commerce and E-Government in Latin America

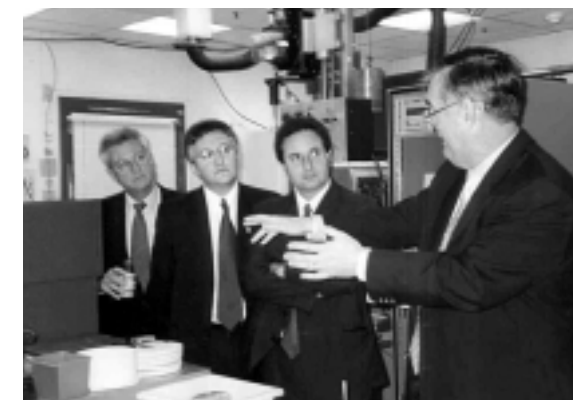
One of TDA's major telecommunications endeavors is our work with Venezuela's National Telecommunications Commission (CONATEL) as it navigates its course toward privatization. Several of our activities in support of this effort are detailed on page 4 in the article "TDA: The Basics."

With the current telephone monopoly coming to an end, literally billions of dollars in foreign investment will pour into Venezuela as companies attempt to gain market share in the country's valuable, rapidly expanding telecommunications sector. By strategically targeting this market, TDA hopes to position U.S. companies for a share of the action in this sector. To that end, this year TDA placed a technical advisor in CONATEL offices for one year to help them with their evolution into 21st century telecom capabilities.

Chile is one of the best countries in Latin America for IT opportunities. With large inflows of foreign investment, a healthy and stable economy, and strong prospects for continued and rapid growth, U.S. IT companies are eager to work more closely with the Chilean IT sector. To assist in this effort, TDA recently sponsored an orientation visit that brought a delegation of Chilean decision-makers from the banking, telecommunications, mining and public sectors to the U.S. to gain firsthand knowledge of e-commerce and e-government firms and technologies. Although it is early in the process, it appears that several contracts with U.S. companies will be signed as a result of this OV.

TDA is also targeting the very dynamic telecommunications sector in Uruguay. The annual growth rate of the sector is 10%, and it is believed that within this overall growth, the importation of U.S. telecom equipment has grown at a far greater rate. In 1999, for instance, U.S. telecom

equipment exports to Uruguay totaled \$48.7 million, a 43% increase over 1998 figures. Despite this success, research indicates that almost 80% of Uruguayan telecom imports were from Europe. Adding to the dynamism of the market, ANTEL, the state-owned and operated telecommunications company, will go through a deregulation process in early 2001. To try to better position U.S. companies to be competitive in this market, TDA sponsored an orientation visit in October to enable Uruguayan officials to discuss the deregulation of ANTEL, and to gain firsthand knowledge of U.S. systems, equipment and technology. In particular, the OV focused on equipment and technology dealing with telecom, internet connectivity, and customized business and management e-commerce software.



Uruguayan public and private sector telecommunications officials gain insight into Lucent Technologies' innovative equipment during an October site visit to the company's lab in New Jersey. The delegation was visiting as part of a TDA-sponsored orientation visit to familiarize Uruguay with U.S. telecommunications as the country prepares to open its state telephone company to competition.

# Small Business: *A Case Study*

One important way that TDA supports U.S. small businesses is through orientation visits (OVs). OVs are essentially reverse trade missions that bring foreign buyers to the United States to meet with U.S. suppliers.

Small companies normally participate in OVs in one of two different roles. One role is as the TDA contractor, which organizes and plans the visit. The other is as an OV participant, meeting with the foreign government and industry officials. Marison International, a small, minority-owned business in Boston, took a wholly unique approach to the OV by acting not only as the contractor, but as a facilitator and business developer long after the TDA event. This approach has yielded some of TDA's best export results and provided Marison with business opportunities that have contributed to the company's growth and success.

A few years ago, Marison International, a business development company focus-

ing on Africa, approached the Association of African Electricity Producers in Cote d'Ivoire to explore opportunities in the power sector. Members of the Association expressed interest in U.S. equipment and technology and were curious why U.S. companies were not actively pursuing business in the region. Mr. Lamine Savadago, President of Marison International, a one-man office with limited experience in the electricity sector, saw an opportunity. What he needed was a way to bring the African utilities and the U.S. power industry together.

Having heard about TDA during an outreach seminar in Boston, he contacted the agency's Africa team to propose an orientation visit for 11 African electric utility executives. The purpose of the visit would be to familiarize the executives with U.S. technology related to electric power generation, transmission and distribution and to provide an opportunity for U.S. companies to learn more about opportunities in the power sector in Africa. Because the proposed OV was so compatible with TDA's program, it was attractive to us. Nonetheless, we needed some concrete evidence from Marison that they were up to the job. The process of proposing this OV proved to be an arduous one for Marison, requiring a lot of legwork to assure TDA that there were significant interest and export potential. Over time, Mr. Savadago methodically and thoroughly convinced us that the proposed OV would be a winner. For

instance, he gathered supportive letters from Raytheon, GTI and other U.S. companies to demonstrate interest in such an event, and he also rounded up endorsements from members of the African Association. Meanwhile, Mr. Savadago engaged himself in learning more about the electricity industry to more effectively act as the liaison between the two parties.

TDA approved the proposal and the OV took place in September of 1994. The delegates met with nearly two dozen U.S. companies as well as public sector officials from TDA, the Departments of Commerce and Energy, the Agency for International Development, the Overseas Private Investment Corporation and the Export-Import Bank. Finally, they met with researchers from Harvard and MIT to discuss cutting edge technological advances being made in the U.S. The orientation visit resulted in over \$14 million in U.S. exports in a wide range of products and services such as thermal power plant equipment, computer hardware and software, Geographic Information Systems, gas turbine spare parts and legal services. The beneficiary American companies ranged in size from Fortune 500 companies, such as GE, to small companies such as Thermoflow, Energy Maintenance Corporation and Tresp Associates.

Thermoflow is an excellent example of how Marison's long term approach and

aggressive follow up on business opportunities yielded U.S. exports that otherwise would not have occurred. It was not until four years after the first OV that one of the host country participants contacted Marison seeking a firm that could provide design software for electric utilities. He linked them up with Thermoflow, Inc., of Sudbury, Massachusetts, a small company that had never done, nor pursued, business in Africa. This led to two contracts totaling \$290,000.

Marison itself was another small company beneficiary of follow-on work. Because of the specific knowledge of Africa's needs and business practices, the network of contacts afforded by the OV, as well as its acquired knowledge of the industry, Marison was able to effectively perform its role as a business development provider. These services ranged from working with African utilities to formulate their needs and requirements into project ideas to assisting U.S. firms in developing the proper approach to pursue opportunities in the African market.

Marison has, in effect, crafted a new approach to the OV, which has made it an even more effective tool. By placing the contract in the hands of a business development expert with his own set of incentives to move deals forward, this type of OV has proven to be highly effective at generating U.S. exports. Many small businesses find the prospect of doing business overseas daunting when faced with such hurdles as unfamiliarity with foreign business practices, dealing with red tape, language barriers and international transactions. Marison's ability to help U.S. companies overcome

some of these hurdles has made all the difference in benefitting the host countries and U.S. companies. Most importantly, Marison's involvement in the OV did not stop at the performance of the last task required by its contract with TDA. The company continues to nurture the relationships established during the OV into long-term business partnerships that will yield export opportunities for Marison and other U.S. firms for many years.

What lessons can be learned from the Marison example by other small companies? Admittedly, Marison is a unique company, and we do not generally expect small businesses to develop proposals in the manner in which Marison did. However, the Marison case study shows that the success of a TDA project is directly correlated to the amount of effort put into it. The amount of homework Marison did in understanding the various parties — not only the foreign buyers and U.S. suppliers, but TDA itself — was invaluable in the ultimate success of the OV. Furthermore, effective follow-up proved to be the key to success. Simply attending an OV business briefing will not earn your company exports, but the contacts made and the information learned at such an event should provide you with a solid foundation to begin pursuing business opportunities effectively. With an export multiplier approaching \$100 in exports for each dollar invested, OVs are a highly productive TDA activity. We encourage U.S. companies to look for opportunities to participate in them by hosting a site visit for a visiting delegation, attending a business briefing or becoming a TDA contractor.



## TDA Expands Small Business Outreach Efforts

In the past, TDA held one annual outreach seminar in Washington, D.C., to teach the basics about our export program to a primarily small business audience. Though these events were successful, we realized that to really get the message out to new businesses, we needed to take our outreach show on the road. Building on the success of the 1999 *Southeast Business Outreach Seminar* in St. Petersburg, Florida, we decided to host two such events in 2000: In April, we sponsored the *Great Lakes Export Seminar* in Detroit and in September the *Midwest Export Seminar* in Kansas City. Not only did these sessions provide a nuts-and-bolts overview of doing business with TDA, they also featured panels of representatives from the Export-Import Bank, the Overseas Private Investment Corporation, the Small Business Administration and the U.S. Export Assistance Centers to help attendees put together the big picture of how the U.S. government assists with trade promotion.

In Detroit, we were pleased to be joined by Congressman Joe Knollenberg and Congresswoman Carolyn Cheeks Kilpatrick. They are pictured above with TDA Director Joe Grandmaison, Country Manager Cybill Sigler and Deputy Director Barbara Bradford.



In June, Lamine Savadago's small company, Marison, organized an orientation visit for a delegation of power officials from Sonelgaz, the Algerian national power utility, to introduce them to U.S. manufacturers of customer information goods and services. The delegation conducted site and company visits in Massachusetts, Nevada, California, Washington and Maryland. Featured here at TDA's Arlington office are TDA Africa Regional Director Henry Steingass, Sonelgaz Director of Power and Gas Distribution Abdelkader Mettai, Marison International President Lamine Savadago, Sonelgaz Deputy Director of Accounting and Management Control Ali Kamel Logbi, and Sonelgaz Head of the Systems and Organization Department Rochdi Bey Bensiali.



# Focus on the Environment:

## TDA in Central and Eastern Europe

U.S. environmental exporters have faced particularly stiff challenges breaking into the Central and Eastern European environmental market. Not only is the region in Western Europe's backyard, but many of the projects receiving EU funding come with strings that tie them exclusively to implementation by European companies. With such hurdles, some might argue that U.S. environmental firms should simply write off this region. We at TDA could not disagree more.

As an agency with a fundamental mission of helping U.S. companies stand up to foreign competition, such challenges have motivated us to be more creative in navigating the difficult terrain of this market. We believe our carefully developed strategy for the region can assist committed companies in finding success in Central and Eastern Europe.

It is no secret that the EU accession countries are scrambling to align their environmental standards and legislation with EU directives and policies in order to gain admission. It is also no secret that massive amounts of foreign assistance are being channeled into

these countries to fund most public sector environmental projects. Unfortunately, all too often U.S. companies are ineligible to compete for many of the contracts funded through various EU institutions.

Therefore, TDA's environmental strategy was designed primarily to steer clear of projects in which U.S. firms had little or no chance of winning exports. We have focused primarily on industrial projects in areas such as process control technology, emissions control or hazardous waste because these tend to be funded through private sector entities, rather than through EU funding sources. We are also focusing on high-tech projects where low-tech, low-cost options do not appear to be viable, or where we can help demonstrate that a high-tech U.S. solution is more cost-effective.

We were able to take our new strategy on a test drive at TDA's *U.S. Environmental and Process Technologies Conference* last November in Budapest. At that conference, 30 private sector sponsors of industrial projects not likely to be financed by EU assistance programs described upcoming project opportunities to an audience of



TDA Europe Country Manager Lance Ludman visits a Hungarian power company where a proposed 40 MW waste-to-energy power unit will be located. TDA has provided a \$235,000 feasibility study grant for the project, which will replace a coal-fired unit with one fueled by disposed rubber. Once implemented, the project may use cutting-edge American technology to maximize efficiency while minimizing the environmental disadvantages of power production.

American environmental firms. Since that time, our strategy appears to be paying off as we have invested in feasibility studies for six of the projects profiled at the event.

TDA Director Grandmaison summed it up recently by saying, "Central and Southeast Europe are not for the faint of heart, but committed companies with competitive products and strategic managers can be successful." We stand ready to assist U.S. environmental firms in their effort to carve out a share of this lucrative — albeit challenging — market.

### TDA has invested in the following feasibility studies as a result of the U.S. Environmental and Process Technologies Conference in Budapest.

- *Three Projects in the Czech Republic* — U.S. firms have conducted three feasibility studies in the Czech Republic. TDA has sponsored a study on a soil remediation project at IDOS Praha, a Czech chemical company. TDA has also funded a study to review a proposal for the remediation of oil wastes from the Ostramo refinery. Lastly, TDA funded a similar study to explore options for the remediation of a uranium ore disposal site in Northern Bohemia. In total, the U.S. export potential from these projects reaches \$58 million.
- *Wastewater Treatment Along Poland's Raba River* — The feasibility study comprised methods of treating sewage and rainwater runoff from hazardous waste sites, factories and urban centers. Regional officials selected Coler & Colantonio of Massachusetts to perform the study. The estimated U.S. export potential on this project is \$20 million.
- *Toxic Waste Remediation in Estonia* — TDA sponsored a feasibility study on the reduction of harmful discharges at AS Silmet, a prominent Estonian metallurgical firm. The study will position U.S. firms to win major project implementation contracts over the next seven years with a U.S. export component totaling approximately \$7 million.
- *Solid Waste Eco-Processing in Ajka, Hungary* — Although this feasibility study is for a municipal project, the high-tech solution features U.S. proprietary technology marketed internationally by Alpha-Gamma Technologies of Raleigh, North Carolina. The project could yield up to \$14 million in exports.

## TDA in Latin America and the Caribbean

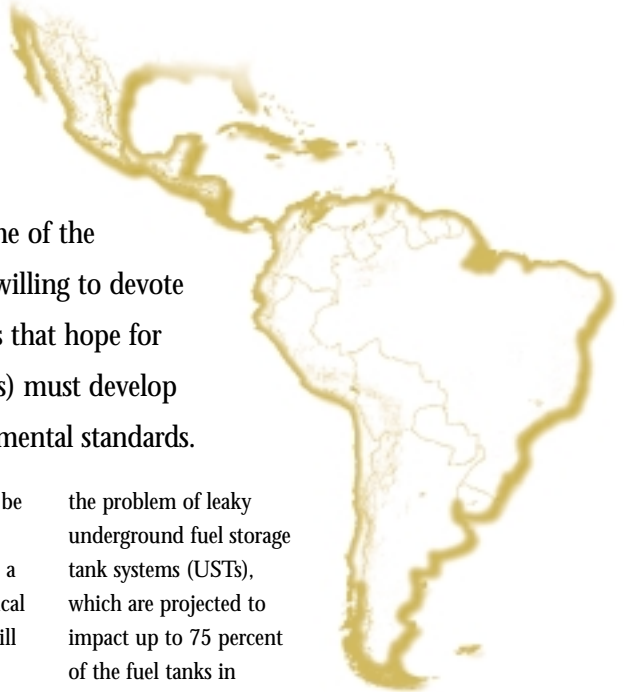
Prospects for the environmental sector in Latin America remain strong for a variety of reasons. For example, some of the middle income countries like Venezuela and Brazil are now willing to devote resources to environmental challenges. In addition, countries that hope for funding through the multilateral development banks (MDBs) must develop projects that meet those institutions' more stringent environmental standards.

As an example of the positive impact of the MDBs' environmental policies, TDA recently provided the Inter-American Investment Corporation (IIC) funding for technical assistance to determine whether IIC projects are in compliance with its environmental standards. Over the last two years, the IIC, the private sector member of the Inter-American Development Bank (IDB), has implemented a five-step environmental review and supervision process to bring its standards in line with those of the IDB. TDA's technical assistance will review forty of IIC's

active projects and those found to be non-compliant will be required to take appropriate action. By having a U.S. consultant provide the technical assistance, we believe U.S. firms will fare well against their European, Canadian and Japanese competition in this market.

CETESB in Brazil, which is the environmental protection agency for the State of São Paulo, is considered a "precedent setter" with regard to environmental protection. CETESB has most recently turned its attention to

the problem of leaky underground fuel storage tank systems (USTs), which are projected to impact up to 75 percent of the fuel tanks in Brazil. In addition to soil and groundwater contamination, these leaky tanks create additional safety hazards to sewage systems, metro lines and commercial and residential areas due to the increased likelihood of explosion, fire and toxic vapors. To help CETESB address this widespread problem, TDA is providing \$425,000 to partially fund





technical assistance on issues ranging from action plans for the remediation of environmental liabilities to recommendations on legislation and technical standards. Despite tough competition from Hectronic of Switzerland, we are confident U.S. companies could win over \$100 million in sales in the State of São Paulo alone.

TDA has provided \$172,000 toward the costs of a feasibility study for a sanitary sewer system in Santa Cruz, Bolivia. SAGUAPAC, the local Bolivian institution charged with potable water and sanitary sewer issues for the Santa Cruz area, has been lauded as one of the best run water companies in Latin America. As part of its recently developed 25-year master plan, SAGUAPAC

has identified expansion and improvement of sewer and potable water services in Santa Cruz as a regional priority. We believe U.S. equipment suppliers and engineering firms will be competitive for contracts up to \$15 million associated with the implementation of the project.

Venezuela has also been the site of a number of major environmental projects this year. On the forefront of this heightened environmental activity is PDVSA, the national petroleum company, whose stated objective is to be one of the first “green” companies in Venezuela. PDVSA is developing a number of projects focused on environmental remediation and protection in areas such as air quality, effluents

treatment, spillage control, and the handling and recycling of wastes. One such project for which TDA has provided feasibility study funding is a solid waste treatment center at the José Industrial Park. TDA has also provided funding for a feasibility study to enable PDVSA to conduct a comprehensive environmental impact study of Amuay Bay. PDVSA’s Amuay Refinery has had some negative environmental impacts on the marine ecosystem of Amuay Bay. The clean-up project could include \$13 million in potential U.S. exports, with primary competition stemming from firms in Canada and Great Britain.

TDA has also been involved in a number of hydrological projects in Venezuela, in cooperation with HIDROVEN. HIDROVEN and 10 regional hydrological subsidiaries were created in 1990 by Venezuela in the restructuring process of drinking water and sanitation. As a result of the disastrous floods in December 1999, HIDROVEN and its subsidiaries requested help from TDA to address its priority projects. As a result, TDA funded four feasibility studies, which are profiled in the accompanying sidebar.

With over \$2 million invested in environmental projects in Latin America this year alone, we are confident U.S. environmental companies will enjoy success in this sector as these projects move toward implementation. With a number of additional major environmental projects on the horizon for 2001, early indicators point to sustained, long-term growth as environmental concerns continue to influence investment priorities in the region.

**TDA recently invested in four feasibility studies sponsored by HIDROVEN, the Venezuelan national water company:**

- *Hidrocentro Wastewater Treatment Facility Project* — TDA is investing \$173,000 in a feasibility study to examine the development of a wastewater treatment facility in the La Victoria and San Mateo areas and the expansion and rehabilitation of the associated collection and pumping systems.
- *Hidrosuroeste Water Storage Reservoir Project* — Hidrosuroeste, in southwestern Venezuela, faces a number of problems with its current potable water system and in supplying potable water to its customers. The proposed project, for which TDA is providing \$170,000 toward the feasibility study, entails the development of an “off-line” raw water storage reservoir and expanded water treatment facility.
- *Hidrocaribe Pump Station Renovation Project* — Until it ceased to function, this pump station delivered water from the Cumana system across Golfo de Cariaco to residents located on the Peninsula de Araya. Unfortunately, the equipment at the pump station is severely deteriorated and now obsolete. TDA is providing \$70,000 for this feasibility study.
- *Aguas de Yaracuy Wastewater Treatment Facility Project* — Aguas de Yaracuy is the utility providing water and wastewater treatment to the 420,000 residents in the state of Yaracuy. Currently, wastewater treatment is provided by inadequately functioning oxidation lagoon systems, leading to wastewater being discharged into adjacent rivers. TDA is investing \$230,000 in a feasibility study to examine development of more modern wastewater facilities.

# Busy Event Schedule

## *Ends 2000 with a Bang*

TDA has always taken pride in our ability to do more with less. However, we took this ability to a new level when the agency’s staff of just over 40 hosted 19 orientation visits, conferences and business briefings in the last quarter of 2000 designed to match worldwide infrastructure needs with U.S. know-how. The fall/winter event schedule proved to be our busiest to date.

### Fall Conferences — A Month-by-Month Dialogue on U.S. Exports

#### **Southeast Europe Energy and Transportation Conference**

September brought a dynamite opportunity for U.S. energy and transportation companies to learn about upcoming Southeast European projects moving through the financial pipelines of the World Bank, the European Bank for Reconstruction and Development and the European Investment Bank. TDA’s matchmaking, “follow the money” strategy resonated throughout this three-day event, which was attended by 118 U.S. business executives from top-tier companies such as Bechtel, Oracle, General Electric, Caterpillar, Parsons Brinckerhoff, The Washington Group, Lockheed Martin and more. Representatives from the World Bank’s energy section and the EBRD’s transportation team presented their institutions’ lending plans for redevelopment efforts in Southeast Europe.

During this important period of transformation, Southeast Europe is beginning to bustle with economic potential in some of the United States’ most competitive sectors. To get a first-hand look at America’s edge in energy and transportation, a delega-

tion including several Ministers of Energy and Transportation and heads of electric companies from Albania, Bosnia & Herzegovina, Bulgaria, Croatia, Macedonia and Romania joined TDA in Philadelphia for project presentations, networking opportunities, timely industry panels and financial workshops.

#### **Power and Energy in the Americas**

October brought a blockbuster follow-up event to TDA’s 1999 *World Power Conference* when the agency invited public and private sector project sponsors from 13 Latin American and Caribbean countries to present \$12 billion in power and energy projects to U.S. businesses. More than 60 American companies joined us in Houston, Texas, for three days of presentations, one-on-one meetings and networking opportunities.

While most infrastructure sectors in Latin America are active, it is safe to say that power and energy are the most important challenges facing the region as it enters the new millennium. Driven by economic development and population growth, demand



Featured at TDA’s *Southeast Europe Energy and Transportation Conference*, which was held in September in Philadelphia, are (left to right): TDA Europe Regional Director Ned Cabot, Albanian Minister of Public Economy and Privatization Mustafa Muci, TDA Europe Country Manager Aileen Crowe, Albanian Minister of Economy and Trade Ermelinda Meksi, TDA Director Joe Grandmaison, U.S. Ambassador Larry Napper, and Albanian Minister of Transportation Sokol Nako.

“The TDA *Southeast Europe Energy and Transportation Conference* provided the invaluable opportunity of having one-on-one discussions with people who would otherwise have been inaccessible. Within a couple of days I was able to have the kind of dialogue that would normally have required numerous in-country visits, if indeed it had been possible at all. In brief, the conference was most worthwhile, condensing what would otherwise have been months of networking into a couple of days.”

— Anna Beggs  
South-Eastern Europe  
Regional Marketing Manager,  
Parsons Brinckerhoff International, Inc.



A Nigerian delegation of aviation officials discuss upcoming project opportunities at TDA's August 2000 *Africa Regional Airport Conference*, which was held in Sun City, South Africa, in cooperation with the American Association of Airport Executives.

**TDA Conference Lauded by Small, Minority-Owned Maryland Company**

“Thank you very much for TDA’s financial and personnel support for the first-ever *U.S.-Africa Airport Infrastructure Workshop and Trade Show* in Sun City, South Africa. Our company considered the show a large success. We exhibited our new air traffic control system and were able to demonstrate it to almost 18 African Civil Aviation Authorities (CAAs), who were there due to your generous support. This would have been a great expense of time and money to visit each of these countries, if even it was possible.

Being a small business, we need to maximize the resources we employ, and this show certainly did that. The caliber of people that attended was excellent, not to mention the high quality and relevance of the presentations.”

— Dennis A. Rizzardi  
Director, Business Development  
Diversified International  
Sciences Corporation

for energy throughout the region has been steadily increasing over the last decade. This conference was designed to help American companies specializing in oil and gas processing and transmission, petrochemicals and refining, hydro and geothermal power generation, alternative energy, and energy-related environmental services identify and capitalize on this growth.

**Maghreb Investment and Development Conference**

Maghreb, Arabic for west, refers to the westernmost part of the Muslim world. It means business for 115 U.S. energy, telecommunications/IT, environment and transportation companies that attended TDA’s November conference. Held in Washington, D.C., this event explored the burgeoning North African market and infrastructure project opportunities in Algeria, Morocco and Tunisia.

Because of his long-standing commitment to North Africa, U.S. Deputy Secretary of Treasury Stuart Eizenstat provided the keynote address to an audience of eager American companies. Author of the U.S.-North Africa Economic Partnership, Eizenstat made private sector-led growth and regional economic integration a top priority during his tenure as Under Secretary of Economics, Business and Agricultural Affairs at the Department of State. TDA was pleased to offer its renowned matchmaking services to help promote both this initiative and U.S. exports to the region.

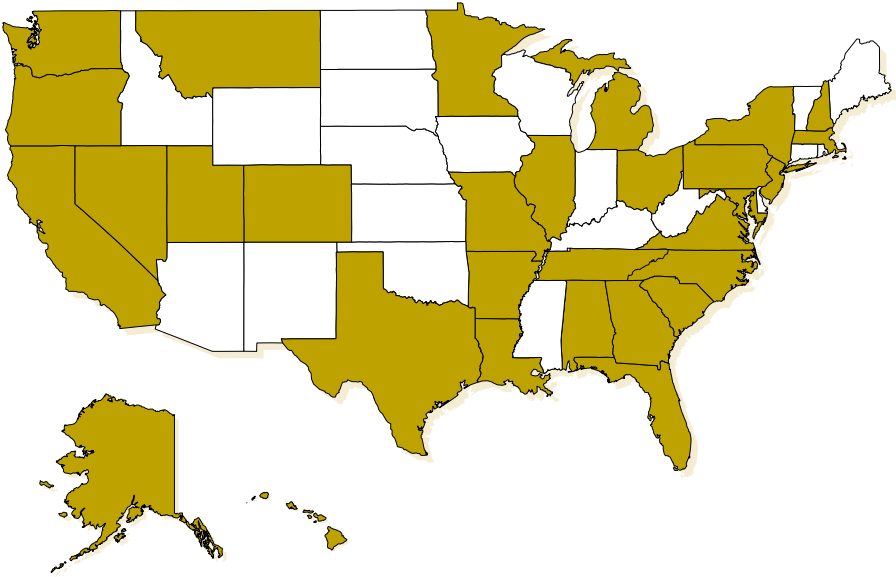
**The Americas Emergency Preparedness Conference**

December brought another opportunity for TDA to work in what is becoming an active sector for U.S. technology companies — emergency management. From the devastation of El Niño and Hurricane Mitch to the severe floods in Venezuela, Latin America has experienced some of the most tragic natural disasters in recent years. In response to this continuous battering, the international community has turned its focus from recovery and reconstruction to preparation and mitigation.

U.S. companies, armed with the world’s most superior disaster preparedness and mitigation technology, have a great deal to offer the region. To help match Latin America’s need with the United States’ know-how, TDA hosted the *Americas Emergency Preparedness Conference* December 4-6 in San Juan, Puerto Rico. Concrete business opportunities were presented in the following sub-sectors: risk identification and management; risk transfer; geographic information systems; preparedness technologies and mitigation planning.

Fall Orientation Visits and Business Briefings — A U.S. Export-Promotion Tour

<b>AGRICULTURE</b> <b>Caucasus Agribusiness Sector OV</b> October 7–20 Moultrie, Georgia; Central California	<b>ENVIRONMENT</b> <b>Ireland Border Counties Environmental Export Opportunities OV</b> September 23–October 3 San Francisco, California; New York City; Washington, D.C.	<b>MANUFACTURING</b> <b>Azerbaijan Construction Sector OV</b> November 5–15 Washington, D.C.; Seattle, Washington; Portland, Oregon	<b>Poland Information Technologies OV</b> November 13–17 Silicon Valley, California; Washington, D.C.
<b>ENERGY AND POWER</b> <b>Algeria 1200 MW Power Plant Business Briefing</b> October 12 Arlington, Virginia	<b>Vietnam Ho Chi Minh City Solid Waste Officials OV</b> October 28–November 8 Trenton, New Jersey; Minneapolis, Minnesota; Seattle, Washington	<b>MULTI-SECTOR</b> <b>U.S. Government Trade, Finance Agencies Workshop</b> October 24 Moscow, Russia	<b>Taiwan Internet Officials OV</b> December 3–8 San Francisco, California
<b>India Kutch Repowering Officials OV</b> November 11–20 Orlando Florida; Pittsburgh, Pennsylvania; Cleveland, Ohio; Bismarck, North Dakota	<b>HEALTH CARE</b> <b>Vietnam Medical Equipment OV</b> October 1–11 Orlando, Florida; Boston, Massachusetts; St. Paul, Minnesota	<b>TELECOM/IT</b> <b>Venezuela CONATEL Officials Business Briefing</b> September 12 Washington, D.C.	<b>TRANSPORTATION</b> <b>Latin America Aviation Officials OV</b> October 22–26 Atlantic City, New Jersey
<b>Indonesia Aceh Geothermal Development OV</b> November 11–22 Reno, Nevada; San Francisco, Santa Rosa and Los Angeles, California	<b>Malaysia Medical OV</b> December 4–16 San Francisco, CA; San Antonio, Texas; Washington, D.C.	<b>Uruguay Telecom and IT Officials OV</b> October 16–20 Arlington, Virginia	



- TDA Participated in Events in 31 States in 2000**
- |                      |                |
|----------------------|----------------|
| Alabama              | Montana        |
| Alaska               | Nevada         |
| Arkansas             | New Hampshire  |
| California           | New Jersey     |
| Colorado             | New York       |
| District of Columbia | North Carolina |
| Florida              | Ohio           |
| Georgia              | Oregon         |
| Hawaii               | Pennsylvania   |
| Illinois             | South Carolina |
| Louisiana            | Tennessee      |
| Maryland             | Texas          |
| Massachusetts        | Utah           |
| Michigan             | Virginia       |
| Minnesota            | Washington     |
| Missouri             |                |

**Director**  
J. Joseph Grandmaison

**Deputy Director**  
Barbara Bradford

**General Counsel**  
Leocadia I. Zak

# U.S. Trade and Development Agency Staff



**Africa and Middle East**

Regional Director	Henry D. Steingass
Country Manager	KelleyAnn Szalkowski
Country Manager	Cybill Sigler
Project Analyst	Jennifer Nickell

**Asia, Pacific Islands,  
South Asia and Mongolia**

Regional Director	Geoff Jackson
Deputy Regional Director	John Herrman
Country Manager	Manisha Kothari
Country Manager	Paul Marin

**Central and Eastern Europe**

Regional Director	Ned Cabot
Country Manager	Lance Ludman
Country Manager	Aileen Crowe
Director, Southeast Europe Business Development	Jeanette K. Miller

**Latin America**

Regional Director	Albert W. Angulo
Country Manager	Anne McKinney
Country Manager	Gabriella A. Rigg
Country Manager	Jeremy Martin

**New Independent States**

Regional Director	Daniel D. Stein
Country Manager	Melissa A. Eustace
Country Manager	Jennifer L. Snyder
Director, Caspian Business Development	Abaseh Mirvali

**Legal**

Attorney Advisor	Cam Trowbridge
Attorney Advisor	Caryn Hines
Grants Administrator	Pat Smith

**Congressional and Public Affairs**

Director, Congressional Relations	Julia Norton
Director, Public Affairs and Marketing	John F. Leyden, Jr.
Public Affairs Specialist	Joy Greene Stenner

**Management and Administration**

Assistant Director of Management	Larry Bevan
Evaluations Officer/Economist	David Denny
Administrative Officer	Carolyn Hum
Executive Assistant to the Director	Eatrice James
Administrative Assistant	Tyrone Johnson
Administrative Assistant	Pamela Brown
Administrative Assistant	Erol Yesin
Administrative Assistant	Olivia Abrego

**Contracts and Finance**

Financial Manager	Noreen St. Louis
Contracting Officer	Della Glenn
Financial Management Analyst	Rosa Jackson
Program Operations Assistant	Carolyn Venson

**TDA Customer Resources**

**TDA Business Center**

General inquiries about TDA's services should be made through TDA's library, located at the agency's office in Rosslyn, Virginia, or through our general inquiry e-mail address: [info@tda.gov](mailto:info@tda.gov). The library maintains final reports of all TDA activities and can provide details on purchasing copies of completed feasibility studies through the National Technical Information Services. TDA can now hold business briefings in-house at its third floor Business Center.

**Publications**

The agency has two regular publications: TDA Pipeline and TDA Update. The Pipeline provides biweekly information on agency-supported projects. It is available in hard copy by contacting the Congressional Information Bureau at 703-516-4801, or you may sign up for a free e-mail subscription on our Website. TDA Update, published quarterly, provides highlights of TDA programs. Subscriptions are free upon request.

**Internet — [www.tda.gov](http://www.tda.gov)**

Our home page features a catalogue of TDA library holdings, agency news, information on TDA-sponsored studies, executive summaries of completed feasibility studies, up-to-the-minute details on projects and more.

**Requests for Proposals**

Announcements of requests for proposals (RFPs) to conduct TDA-funded feasibility studies are advertised in the Commerce Business Daily (CBD). For CBD subscription information, call 202-512-1800, or search the CBD Website at [cbdnet.access.gpo.gov](http://cbdnet.access.gpo.gov).

**Definitional Mission Hotline**

Information on Definitional Mission opportunities can be obtained by calling TDA's Definitional Mission Hotline at 703-875-7447.

**On-Line Consultant Database**

Small businesses interested in being considered for contract opportunities with TDA must register on-line at our website.

**TDA's 20th Anniversary Celebration**



Above: In October, TDA celebrated the agency's 20th anniversary. Left, Several staff members prepare to cut the celebratory cake. Featured from left to right are Jennifer Nickell, Paul Marin, Caryn Hines, Noreen St. Louis and David Denny.



Meeting our customers' needs is a top priority. To provide fast, efficient service, TDA contracts with an energetic staff to run the agency's library and information resource center (IRC). Featured from left to right are Information Specialists Bryce Ternet and Chris Sheldon, Front Desk Manager Maria Aber, Project Information Specialist Jason Warszewich and IRC Manager Sally Mitchell. Not pictured are Procurement Data Manager Evangela Kunene and Information Specialist Jim Thayer.



TDA's extended staff has grown significantly over the last year and a half. Seated on the floor (left to right) are Lance Ludman holding his daughter Emma and Ned Cabot with his son Casey. Seated on the couch (left to right) are Anne McKinney with Maria Emma, Joy Stenner and Sam, and Melissa Eustace holding Michael.

**U.S. TRADE AND DEVELOPMENT AGENCY**

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FY 2000 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
AFRICA/MIDDLE EAST						
Algeria	Wheat Storage Facility	Desk Study	Alexander X, Inc.	San Diego	CA	\$ 2,500
Benin	150 MW Gas-Fired Power Plant	Desk Study	ENPRO	Walnut Creek	CA	2,500
Bolswana	Radar Data Processing	Training	Federal Aviation Administration	Oklahoma City	OK	157,000
Cameroon	Port of Limbe Project—Phase I	Feasibility Study	Don Breazeale & Associates	Rancho Santa Fe	CA	124,625
Cameroon	Airports Concessioning	Technical Assistance	Selection in progress			160,850
Ghana	Eslama Combined Cycle Power Plant	Feasibility Study	ARS-International, Inc.	Arlington	VA	165,000
Ghana	Investment Plans for Kumasi, Tamale, and Accra Airports	Feasibility Study	Selection in progress			306,000
Guinea	Hydroelectric Plants	Desk Study	Commonwealth Power Corporation	Virginia Beach	VA	2,500
Guinea	Hydroelectric Plants	Feasibility Study	Washington Group International, Inc.	Princeton	NJ	149,095
Ivory Coast	PISAM Medical Equipment Tender	Training	Selection in progress			100,000
Ivory Coast	SIR Refinery Wastewater Treatment	Feasibility Study	Selection in progress			161,000
Mali	50—100 MW Co-Generation Power Plant	Feasibility Study	Selection in progress			203,100
Mauritius	Wireless Loop	Training	USTI and Unz & Company	New York	NY	300,000
Nigeria	Telecommunications Sector	Definitional Mission	Telecommunications Management Group	Arlington	VA	23,597
Nigeria	Spectrum Management	Feasibility Study	Selection in progress			183,150
Nigeria	Power Sector	Definitional Mission	Power Project Financing	San Anselmo	CA	25,000
Nigeria	Oil and Gas Sector	Definitional Mission	RKR & Associates	Rego Park	NY	24,920
Nigeria	Domestic Gas Utilization	Feasibility Study	Selection in progress			400,000
Nigeria	Sugar Factory	Desk Study	CORE International	Washington	DC	2,500
Nigeria	Sugar Factory	Feasibility Study	Schaffer & Associates, International, LLC	Baton Rouge	LA	310,000
Nigeria	Foreign Service National	Other	U.S. Embassy (Lagos)			450
Nigeria	Kogi State Cement Plant	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Nigeria	Kogi State Cement Plant	Feasibility Study	Bateman Engineering	Denver	CO	350,000
Nigeria	Warri Premium Gasoline and Aviation Fuel	Feasibility Study	Selection in progress			360,000
South Africa	Portnet/ACSA Visit	Orientation Visit	Louis Berger International, Inc.	Washington	DC	200,000
South Africa	Revenue System IT Upgrade	Desk Study	Telematics Engineering	Reston	VA	2,500
South Africa	Engineering Empowerment	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	104,111
Uganda	IFC Rural Electrification	Desk Study	Schiller Associates	Oakland	CA	2,500
Zambia	World Bank Mine Township Services	Technical Assistance	Frederick Mattson	Arlington	VA	28,045
Africa Regional	ADB MIS Upgrade	Technical Assistance	Shen Milson/INTERPORT	New York	NY	110,000
Africa Regional	Sub-Saharan SCADA	Orientation Visit	Alexis International, Inc.	Washington	DC	363
Africa Regional	African Stock Exchanges	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	45,177
Africa Regional	Regional Airport Infrastructure Conference	Conference	American Association of Airport Executives	Alexandria	VA	124,675
Africa Regional	Regional Airport Infrastructure Conference	Definitional Mission	Montgomery Consulting Group, Inc.	Winter Park	FL	24,600
Africa Regional	Central Africa Downstream Oil & Gas	Definitional Mission	Merklein & Associates, Inc.	Washington	DC	29,984
Africa Regional	East Africa Mining Sector	Definitional Mission	Behre Dolbear & Company	New York	NY	23,044
Africa Regional	Funding Institutions Pipeline Analysis	Definitional Mission	Richard Rubin	Washington	DC	33,000
Algeria	Telecommunications Sector	Definitional Mission	Service Associates International, Inc.	Silver Spring	MD	25,000
Algeria	Mining Sector	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	24,700
Algeria	Power Utility Customer Service System	Orientation Visit	Marison International	Boston	MA	40,473
Algeria	SONELGAZ SCADA and Fiberoptics Project	Feasibility Study	Selection in progress			290,000
Algeria	Gold Mine Project	Feasibility Study	Selection in progress			450,000
Egypt	Tinplate Manufacturing Facility	Feasibility Study	USX Engineers and Consultants, Inc.	Pittsburgh	PA	89,680
Egypt	Port Said/Suez Integrated Rail Link	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Egypt	Veterinary Hygiene Facility	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,500
Jordan	Liquid Propane Gas Distribution	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Lebanon	Beirut Emerging Technology Industrial and Research Center	Feasibility Study	Selection in progress			52,160
Lebanon	IFC Middle East Airlines Privatization	Desk Study	Emercon LLC	Arlington	VA	2,500
Morocco	ANRT Telecommunications Project	Technical Assistance	Teleconsult International	Washington	DC	21,810
Morocco	Cement Plant	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Morocco	Cement Plant	Feasibility Study	ARS-I Inc.	Arlington	VA	69,280
Morocco	ONE Telecom Backbone Project	Desk Study	Telecommunications Management Group	Arlington	VA	2,500
Morocco	ONE Telecom Backbone Project	Feasibility Study	Project Finance Advisors, LLC	Washington	DC	306,180
Morocco	Private Hospital	Desk Study	Paul Lavania	New York	NY	2,500
Oman	Barka 400MW Power and Desalination Project	Feasibility Study	Selection in progress			250,000
Yemen	Port of Aden Sugar Refinery	Desk Study	CORE International	Washington	DC	2,500
ME Regional	Middle East Regional Petroleum Projects	Definitional Mission	International Development Planners	Oakland	CA	39,583
ME Regional	Algeria/ Morocco Solid Waste	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
ME Regional	Maghreb Trade and Investment Conference	Conference	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	332,122
ME Regional	Maghreb IDB Analysis	Desk Study	Development Finance International	Bethesda	MD	2,500
Africa/ME Regional	Africa/Middle East Water Conference	Conference	World Travel Service	McLean	VA	4,808
Africa/ME Regional	Project Analyst	Technical Assistance	Jennifer Nickell	Arlington	VA	30,000
Africa/ME Regional	Review of TOR for Two Africa Projects	Desk Study	Telematics Engineering	Reston	VA	1,000
Africa/ME Regional	Algeria/Angola Port/Transportation	Definitional Mission	Planning Systems International, Inc.	Olympia	WA	24,720
TOTAL FOR AFRICA/MIDDLE EAST						\$6,343,302

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
ASIA						
Bangladesh	Strategic Gas Utilization Study	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	\$ 7,500
India	IMCL Internet Over Cable	Feasibility Study	Selection in progress			218,950
India	Railways Sector	Definitional Mission	William F. Hennessey	Exeter	NH	23,673
India	Rail Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	113,930
India	Foreign Commercial Service	Technical Assistance	U.S. Consulate—Chennai			500
India	Solid Waste and Hazardous Industrial Wastewater	Definitional Mission	Performance Technology, Inc.	Lewiston	ME	24,400
India	Maroli Port Project	Desk Study	William F. Hennessey	Exeter	NH	2,500
India	Maroli Port Project—Legal Advisor	Technical Assistance	Selection in progress			165,264
India	Maroli Port Project—Technical Advisor	Technical Assistance	Selection in progress			300,000
India	TIDCO South Gas	Desk Study	NPB Associates	Chicago	IL	10,000
India	TIDCO South Gas	Feasibility Study	Selection in progress			322,620
India	Essar Oil Hydrocracker	Desk Study	Intratech, Inc.	McLean	VA	5,000
India	Essar Oil Hydrocracker	Feasibility Study	The Pace Consultants	Houston	TX	535,073
India	Aviation Sector OV and Business Briefing	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	124,967
India	Trimbak Bagasse-Based Cogeneration Power	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
India	Haryana MDF Project	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
India	Haryana MDF Project	Feasibility Study	Alutec, Inc.	Carlsbad	CA	250,000
India	Korba Tailings-Based Power Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
India	Korba Tailings-Based Power Project	Feasibility Study	Foster Wheeler Corporation	Clinton	NJ	176,612
India	Bangalore Transit System	Orientation Visit	Kaiser Engineers	New York	NY	17,076
India	Petroleum Sector	Definitional Mission	Petroleum Equity, Inc.	McLean	VA	25,000
India	Shrinagar Hydroelectric Power Project	Desk Study	Emercon LLC	Arlington	VA	4,000
India	Mangalore IGCC Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	5,000
Indonesia	LIDAR Remote Imaging Technology	Feasibility Study	TerraPoint LLC	The Woodlands	TX	249,319
Indonesia	Batam Island Industrial Water Treatment	Desk Study	Environmental Consultants Enterprise	Barrington	IL	2,500
Indonesia	Batam Island Industrial Water Treatment	Feasibility Study	Columbus Newport, LLC	Arlington	VA	483,500
Indonesia	Aceh Energy/Power	Definitional Mission	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	24,930
Indonesia	Aceh Geothermal Development	Orientation Visit	Power Tech Associates	Paramus	NJ	85,000
Indonesia	Aceh Port	Definitional Mission	Marine Intermodal Development Inc.	Annapolis	MD	24,988
Indonesia	PT Kilang Minyak Batam Refinery Project	Desk Study	CEVCO	Herndon	VA	4,690
Indonesia	PT Kilang Minyak Batam Refinery Project	Feasibility Study	Bank of America	Hong Kong		500,000
Korea	LG-Caltex Hydrocracker	Definitional Mission	MARTECH	San Dimas	CA	23,000
Korea	LG-Caltex Hydrocracker	Feasibility Study	Selection in progress			497,300
Malaysia	TNB GIS Study	Desk Study	Warren Glimpse	Alexandria	VA	2,500
Malaysia	Vocational Training	Orientation Visit	Chemicons International, Inc.	Washington	DC	74,082
Philippines	Mananga High Dam Project	Desk Study	Enertech International, Inc.	Grasonville	MD	2,500
Philippines	Mananga High Dam Project	Feasibility Study	Pennoni Associates, Inc.			561,200
Philippines	Cebu Potable Water Project	Feasibility Study	WorldWater Corporation	Pennington	NJ	235,470
Philippines	Port Authority MIS Computerization	Desk Study	Telematics Engineering	Reston	VA	3,985
Philippines	Port Authority MIS Computerization	Feasibility Study	KPMG Consulting, LLC	Chicago	IL	348,000
Philippines	Central Bank Configuration Study	Desk Study	Norris L. Hickerson	Old Hickory	TN	5,000
Philippines	Central Bank Configuration Study	Feasibility Study	Selection in progress			222,000
Philippines	National Power Corporation Transmission Upgrade	Desk Study	John M. Peschon	Middletown	CA	2,500
Philippines	National Power Corporation Transmission Upgrade	Feasibility Study	Electric Power Research Institute, Inc.	Palo Alto	CA	353,800
Philippines	Power Pooling Infrastructure	Desk Study	Commonwealth Power Corporation	Virginia Beach	VA	2,500
Philippines	Power Pooling Infrastructure	Feasibility Study	Selection in progress			500,000
Philippines	GIS Projects	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	107,864
Philippines	Industrial Air Emissions Project (ADB)	Technical Assistance	Kreuger Engineering & Sciences	Springfield	IL	114,000
Singapore	Incineration Technology	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	19,590
Taiwan	E-Commerce Orientation Visit	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	110,491
Taiwan	Environmental Project Opportunities	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
Taiwan	Tainan City Environmental Projects	Feasibility Study	Team Oregon LLC	Portland	OR	450,020
Taiwan	Internet Service and Application Service Providers	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	54,898
Thailand	PEA Information Technology	Feasibility Study	SCI Utility Systems	Columbia	SC	500,000
Thailand	TOT IT Implementation Plan	Feasibility Study	Booz-Allen and Hamilton, Inc.	McLean	VA	306,000
Thailand	SBIA Rescue and Fire Fighting	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Thailand	SBIA Rescue and Fire Fighting	Feasibility Study	Selection in progress			320,000
Thailand	Thaiboard Structures	Desk Study	Faustino Garza	Santa Monica	CA	2,500
Thailand	Highway Equipment Handling and Management	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	2,500
Vietnam	Direct Reduced Iron Facility	Desk Study	Delta Research Company	Chicago	IL	2,500
Vietnam	Direct Reduced Iron Facility	Feasibility Study	Dastur International, Inc.	Corapolis	PA	80,000
Vietnam	Soc Trang Power Plant—Phase II	Feasibility Study	Coudert Brothers	New York	NY	92,609
Vietnam	Social Security Automation	Definitional Mission	Leach Management Consulting, Corporation	Philadelphia	PA	24,999
Vietnam	Social Security Automation	Feasibility Study	Selection in progress			500,000
Vietnam	Ho Chi Minh City Dedicated Rice Port	Desk Study	Leonard Sugin	Baldwin	NY	2,500
Vietnam	Ho Chi Minh City Dedicated Rice Port	Feasibility Study	Lyon Associates International, Ltd.	Honolulu	HI	225,000
Vietnam	Ho Chi Minh City Solid Waste Management	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	78,098

FY 2000 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Vietnam	Medical Equipment	Orientation Visit	Meridian International Center	Washington	DC	111,647
Asia Regional	Telecommunications Officials—India	Orientation Visit	MFM Group, Inc.	Washington	DC	64,104
Asia Regional	Emergency Management Conference	Conference	ICF Kaiser, Inc.	Fairfax	VA	43,052
Asia Regional	GIS Conference	Conference	MFM Group, Inc.	Washington	DC	286,936
Asia Regional	Healthcare IT Conference	Desk Study	Medical Informatics, Inc.	Tahoe City	CA	2,500
Asia Regional	Project Analyst	Technical Assistance	Will Pompa	Washington	DC	15,000
TOTAL FOR ASIA						\$10,092,637
EUROPE						
Albania	SBDI Port of Durres Phase I	Desk Study	Michael Bucciero	Montclair	NJ	\$ 1,500
Albania	SBDI Port of Durres Intermodal Container Facility—Phase II	Feasibility Study	Moffatt & Nichol International	New York	NY	318,000
Albania	SBDI Production/Switch Tamper	Procurement Assistance	Fairmont Tamper, HarSCO Corporation	Cayce-West Columbia	SC	897,260
Albania	SBDI Road Project	Technical Assistance	McDonough Bolyard Peck, Inc.	Fairfax	VA	70,000
Albania	SBDI Dredge Procurement	Desk Study	Paul Woodbury	Wilmington	NC	4,980
Albania	SBDI Port-Related Equipment	Procurement Assistance	Selection in progress			1,400,000
Albania	Transportation Projects	Definitional Mission	CORE International	Washington	DC	15,310
Albania	Financial Planning Advisory Services	Technical Assistance	CORE International	Washington	DC	144,752
Albania	Electricity System Transmission Interconnection	Feasibility Study	Selection in progress			400,000
Bosnia & Herzegovina	Energy Sector Senior Advisor	Technical Assistance	World Travel Service	McLean	VA	1,140
Bosnia & Herzegovina	World Bank SCADA Project	Desk Study	Marty Morell	New York	NY	2,500
Bosnia & Herzegovina	World Bank SCADA Project	Feasibility Study	Electrotek Concepts, Inc.	Cupertino	CA	278,000
Bosnia & Herzegovina	Inflatable Boat Manufacturing	Desk Study	Lark-Horton Global Consulting, Ltd.	Washington	DC	2,500
Bosnia & Herzegovina	Inflatable Boat Manufacturing	Feasibility Study	Program Planning Professionals	Washington	DC	79,500
Bosnia & Herzegovina	Power Officials	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	126,006
Bosnia & Herzegovina	Banja Luka District Heating Project	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
Bosnia & Herzegovina	Banja Luka District Heating Project	Feasibility Study	Selection in progress			297,517
Bosnia & Herzegovina	Wireless Telecommunications Network	Desk Study	CORE International	Washington	DC	2,500
Bosnia & Herzegovina	Brod Refinery Modernization	Desk Study	International Development Planners	Oakland	CA	2,500
Bulgaria	SBDI Electronic Rail Equipment	Technical Assistance	William F. Hennessey	Exeter	NH	1,000
Bulgaria	SBDI Varna Port/Sofia Intermodal Equipment	Procurement Assistance	Mi-Jack Products, Inc.	Hazel Crest	IL	18,500
Bulgaria	SBDI Varna Port Equipment	Technical Assistance	Leonard Sugin	Baldwin	NY	13,269
Bulgaria	Bulgargaz Gas Storage Facility	Feasibility Study	The University of Oklahoma	Norman	OK	276,000
Bulgaria	National Cardiology Initiative	Desk Study	Stephen F. Dachi	Arlington	VA	2,500
Bulgaria	National Cardiology Initiative	Technical Assistance	Agilent Technologies Healthcare Solutions Group	Andover	MA	106,435
Bulgaria	SBDI Clearance Laser System	Procurement Assistance	Selection in progress			300,000
Bulgaria	SBDI Laser Clearance System	Technical Assistance	Leonard Sugin	Baldwin	NY	5,000
Bulgaria	SBDI Bridge Inspection Platform	Procurement Assistance	Selection in progress			320,000
Bulgaria	SBDI Port of Varna Tractor-Trailers	Procurement Assistance	Selection in progress			480,000
Bulgaria	SBDI Ground Penetrating Radar	Procurement Assistance	Selection in progress			107,270
Bulgaria	SBDI Equipment Specs Review	Desk Study	Leonard Sugin	Baldwin	NY	1,250
Bulgaria	Industrial Power Projects	Desk Study	Schiller Associates	Oakland	CA	2,500
Bulgaria	Industrial Power Projects	Feasibility Study	Wilton InterPower, LLC	San Diego	CA	340,000
Bulgaria	SBDI Motor Testing Equipment	Procurement Assistance	CAM International, Inc.	Hanover	PA	1,073,158
Bulgaria	Railway Interconnectivity	Desk Study	William F. Hennessey	Exeter	NH	5,000
Croatia	Telecommunications Sector	Definitional Mission	The Imtec Group Incorporated	Woodstock	VT	25,000
Czech Republic	Strazpod Ralskem Alum Plant	Feasibility Study	Selection in progress			255,000
Czech Republic	Ostramo Oil Sludge Lagoons Remediation	Technical Assistance	CH2M Hill International Services, Inc.	Herndon	VA	131,460
Czech Republic	Bioethanol Production Pilot Project	Desk Study	Alan Kornfeld	West Palm Beach	FL	2,500
Czech Republic	Environmental Projects	Definitional Mission	Stephen F. Dachi	Arlington	VA	24,900
Czech Republic	KRPA Paper Recycling/Tissue Paper	Feasibility Study	Selection in progress			257,298
Czech Republic	IDOS Industrial Waste Treatment	Feasibility Study	Selection in progress			198,080
Czech Republic	Railways Restructuring Project	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Czech Republic	Railways Restructuring Project	Technical Assistance	Selection in progress			144,405
Czech Republic	C5 Treatment Complex	Feasibility Study	Selection in progress			255,000
Czech Republic	Ostrava Airport Modernization	Feasibility Study	Selection in progress			235,610
Estonia	Silmet Waste Management	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	5,000
Estonia	Silmet Waste Management	Feasibility Study	Selection in progress			103,030
Hungary	Railway IP Telephony	Technical Assistance	Selection in progress			53,860
Hungary	Renewable Energy Sector	Definitional Mission	Commonwealth Power Corporation	Virginia Beach	VA	24,863
Hungary	Ajka Solid Waste Eco-Processing	Desk Study	Cavanaugh & Associates, PA	Winston-Salem	NC	2,500
Hungary	Ajka Solid Waste Eco-Processing	Feasibility Study	Selection in progress			200,425
Hungary	Inota Waste to Energy Project	Feasibility Study	Selection in progress			235,000
Hungary	Novacom Microwave Access	Feasibility Study	Selection in progress			127,000
Hungary	Energy Sector Projects	Definitional Mission	Commonwealth Power Corporation	Norfolk	VA	37,000
Ireland	Border Counties Environmental	Orientation Visit	Chemonics International, Inc.	Washington	DC	59,374
Macedonia	SBDI Railway MIS	Technical Assistance	A&L Associates	Cambridge	MA	192,000
Macedonia	SBDI Railway MIS	Desk Study	Marty Morell	New York	NY	1,250
Macedonia	SBDI Safety Devices	Procurement Assistance	William F. Hennessey	Exeter	NH	15,000

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COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Macedonia	SBDI Fiber Optic/Station Equipment	Definitional Mission	William F. Hennessey	Exeter	NH	25,000
Macedonia	SBDI Rail Fiber Optic Cabling	Procurement Assistance	Selection in progress			2,178,000
Macedonia	SBDI Fiber Optic/Station Equipment Evaluation	Technical Assistance	William F. Hennessey	Exeter	NH	33,000
Macedonia	SBDI Railroad Design Software	Procurement Assistance	Intergraph Corporation	Farmington Hills	MI	27,556
Macedonia	SBDI Railroad Safety Equipment Specifications	Procurement Assistance	Thomas K. Dyre, Inc.	Lexington	MA	2,500
Macedonia	SBDI Toll Road Public–Private Partnership	Feasibility Study	Bechtel International, Inc.	San Francisco	CA	200,000
Macedonia	Rural Telecommunications Wireless Local Loop	Desk Study	Alexander X, Inc.	LaJolla	CA	5,000
Macedonia	Airport Upgrade/Rehabilitation Business Plan	Desk Study	WM Associates	Camdenton	MO	2,500
Macedonia	Airport Upgrade/Rehabilitation Business Plan	Feasibility Study	Parsons Group International, Ltd.	Miami	FL	206,300
Macedonia	Poultry Food Processing	Desk Study	Edward Reinauer, Jr.	Hereford	TX	2,500
Macedonia	Boskov Most IPP Hydro Power	Feasibility Study	Selection in progress			248,815
Poland	Tel-Energo Telecom Market Plan	Desk Study	Telecommunications Management Group	Arlington	VA	500
Poland	Energobaltic Waste Gas Recovery	Feasibility Study	Selection in progress			275,000
Poland	EBRD Municipal Infrastructure Projects	Technical Assistance	Selection in progress			248,732
Poland	Ministry of Finance Organizational Restructuring	Desk Study	Delta Research Company	Chicago	IL	9,999
Poland	Ministry of Finance Organizational Restructuring	Feasibility Study	Arthur Anderson	Vienna	VA	189,000
Poland	Ministry of Finance Organizational Restructuring	Technical Assistance	Delta Research Company	Chicago	IL	19,500
Poland	Energy Sector	Definitional Mission	Enertech International, Inc.	Grasonville	MD	24,970
Poland	Stalowa Wola CHP Plant Rehab	Feasibility Study	Selection in progress			366,310
Poland	Information Technology	Definitional Mission	Service Associates International, Inc.	Silver Spring	MD	33,500
Poland	Cold Rolled Steel Plant	Desk Study	ENPRO	Walnut Creek	CA	2,500
Poland	Rokita Propylene Oxide Project	Feasibility Study	Selection in progress			300,000
Poland	Three BOO Cogeneration Power Production Projects	Feasibility Study	Selection in progress			269,780
Poland	Krakow Airport	Desk Study	CORE International	Washington	DC	5,175
Poland	Krakow Airport	Feasibility Study	HNTB	Washington	DC	350,000
Poland	Information Technologies	Orientation Visit	Computer Frontiers, Inc.	Germentown	MD	112,615
Poland	Belchatow Control Technology Pilot Project	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
Poland	Belchatow Control Technology Pilot Project	Feasibility Study	Westinghouse Process Control	Pittsburgh	PA	374,250
Romania	CONEL Telecommunications Modernization	Orientation Visit	Teleconsult International	Washington	DC	34,000
Romania	CONEL Telecommunications Modernization—EBRD	Desk Study	Global Resources	Irvine	CA	2,500
Romania	CONEL Telecommunications Modernization—Review of Draft Feasibility Study	Desk Study	Telecommunications Management Group	Arlington	VA	500
Romania	CONEL Telecommunications Modernization—EBRD	Technical Assistance	Teleconsult International	Washington	DC	150,490
Romania	LPG Project	Feasibility Study	Energy Transportation Group	New York	NY	344,000
Romania	Rail Telecom Commercialization	Desk Study	William F. Hennessey	Exeter	NH	5,000
Romania	Strategic Industrial Privatization Assistance	Desk Study	Tribuwon Narain	Silver Spring	MD	5,000
Romania	Strategic Industrial Privatization Assistance	Technical Assistance	Various U.S. firms	Washington	DC	242,876
Romania	Communications	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	49,959
Slovak Republic	Power Officials	Orientation Visit	The Institute for Public–Private Partnerships, Inc.	Washington	DC	7,900
			World Travel Service	McLean	VA	5,928
Turkey	Izmit Cogeneration	Feasibility Study	Energy Transportation Group	New York	NY	177,060
Turkey	BOTAS Advisory Assistance	Technical Assistance	C.C. Pace Consulting, LLC	Fairfax	VA	250,000
Turkey	BOTAS Technical Advisor	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	15,000
Turkey	Construction Symposium	Conference	Research and Management Foundation of the Americas	Washington	DC	122,644
Turkey	Turkish Straits VTMS	Training	Lockheed Martin	Syracuse	NY	225,000
Turkey	Asia Emergency Preparedness Conference	Technical Assistance	U.S. Embassy (Ankara)			27,725
Turkey	Samsun Light Rail Project	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	14,997
Turkey	World Bank Earthquake Project	Desk Study	Ben Martin	Escondido	CA	5,000
Turkey	Anatalya Wastewater Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Turkey	Turkey Marmara Earthquake Emergency Reconstruction	Technical Assistance	Richard Andrews	Irvine	VA	452,600 *
Turkey	Turkey Seismic Assessment and Rehabilitation of Buildings Workshop	Technical Assistance	Rutherford & Chekene	San Francisco	CA	30,000 *
Europe Regional	SBDI Transportation Sector Advisory Services	Technical Assistance	Bechtel International, Inc.	San Francisco	CA	112,276
Europe Regional	SBDI Regional Highway Mobile Laboratory Equipment	Procurement Assistance	Business Promotion Consultants, Inc.	Forestville	MD	17,750
Europe Regional	Regional Environmental Conference	Other	World Travel Service	McLean	VA	1,029
Europe Regional	SBDI Secretariat	Technical Assistance	Virzhinia Meshineva			33,215
Europe Regional	Safer Skies Symposium	Conference	APCO Associates	Seattle	WA	257,932
Europe Regional	Safer Skies Symposium	Technical Assistance	JDA Aviation Technology Solutions	Washington	DC	34,500
Europe Regional	SBDI Procurement Advisory Services	Procurement Assistance	Business Promotion Consultants, Inc.	Forestville	MD	180,637
Europe Regional	Regional Investment Conference	Conference	U.S. Business Council for Southeastern Europe	New York	NY	26,740
Europe Regional	Energy Sector Bulgaria/Macedonia	Definitional Mission	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	22,900
Europe Regional	Balkan Region Environmental Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	37,000
Europe Regional	Central European Chemical Projects	Definitional Mission	Process Safety and Reliability Group, Inc. (PSRG)	Houston	TX	39,994
Europe Regional	Southeast Europe Initiative	Technical Assistance	Various U.S. entities			227,945
Europe Regional	Poland and Hungary Private Sector Project Development	Technical Assistance	Delta Research Company	Chicago	IL	50,000
Europe Regional	Trans-Balkan Transmission System Interconnection	Feasibility Study	EAM Corporation	Houston	TX	302,700
Europe Regional	Southeast Europe Transportation/Energy Conference	Conference	Various U.S. firms	Washington	DC	351,423
Europe Regional	Czech /Slovenia Airports	Definitional Mission	CORE International	Washington	DC	25,000
Europe Regional	Balkan Gas Projects	Definitional Mission	N & P Limited	Harpers Ferry	WV	35,000

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COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Europe Regional	Albania/Croatia Electric Interconnection	Definitional Mission	CORE International	Washington	DC	25,000
Europe Regional	Bosnia/Croatia Food Processing	Definitional Mission	World Perspectives, Inc.	Washington	DC	23,574
Europe Regional	SBDI Albania/Bulgaria Bid Evaluation Services	Procurement Assistance	Leonard Sugin	Baldwin	NY	25,000
Europe Regional	Southeast Europe Trade and Transport Facilitation	Technical Assistance	Harold V. McKittrick	Oakton	VA	46,000*
TOTAL FOR EUROPE						\$18,719,598
LATIN AMERICA						
Argentina	National Airports System Privatization	Technical Assistance	Federal Aviation Administration	Washington	DC	\$ 75,000
Argentina	Ports and Navigation Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	16,802
Argentina	Buenos Aires ITS Architecture	Feasibility Study	Selection in progress			315,000
Argentina	Buenos Aires Commuter Lane Barrier System	Feasibility Study	DBR & Associates	Fairfax Station	VA	120,000
Argentina	Energy Projects	Definitional Mission	Commonwealth Power Corporation	Virginia Beach	VA	23,821
Argentina	500Kv Transmission Mining Line	Feasibility Study	Law and Economics Consulting Group	Emeryville	CA	230,000
Argentina	Government Census Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	42,785
Argentina	Communications Secretariat Technical Advisor	Desk Study	Brendan Gannon	Mercer Island	WA	3,500
Argentina	Communications Secretariat Technical Advisor	Technical Assistance	Selection in progress			213,120
Bolivia	Alquille–Santa Cruz Railroad Interconnection II	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	4,958
Bolivia	SAGUAPAC Wastewater Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	4,000
Brazil	Sao Paulo Commuter Rail Modernization	Desk Study	Raul V. Bravo & Associates	Vienna	VA	1,500
Brazil	Seival Mine–mouth Coal-fired Power Plant–Environmental Analysis	Desk Study	Commonwealth Power Corporation	Norfolk	VA	1,500
Brazil	Copelmi Power Plant Environmental Study	Technical Assistance	Parsons Energy & Chemicals Group, Inc.	Reading	PA	125,000
Brazil	Minas Gerais Mining (CPM Zinc Smelter)	Feasibility Study	Selection in progress			500,000
Brazil	Sao Paulo Transport Electrical System	Desk Study	Power Tech Associates, PC.	Paramus	NJ	3,500
Brazil	Sao Paulo Transport Electrical System	Feasibility Study	Selection in progress			200,000
Brazil	Rio de Janeiro Solid Waste Management	Desk Study	Dr. Donald J. Rhatigan	Vienna	VA	4,750
Brazil	Petrobras Environmental Remediation	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
Brazil	Industrial Environmental Remediation	Definitional Mission	Envirolatina Associates	Vienna	VA	24,619
Brazil	Industrial Environmental Remediation–CETESB UST Project	Technical Assistance	Selection in progress			425,000
Brazil	Private Sector Mining Projects	Definitional Mission	Anderson & Schwab, Inc.	New York	NY	24,352
Brazil	CMM Geophysical Survey	Technical Assistance	Selection in progress			250,000
Brazil	Metro and Light Rail Project Assessment	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	4,958
Brazil	Petrobras Gas to Liquids	Definitional Mission	Intratech, Inc.	McLean	VA	24,598
Brazil	CMM Zinc Concentrate Recovery	Feasibility Study	Selection in progress			363,000
Brazil	MBR On-Line Analysis	Technical Assistance	Selection in progress			55,000
Chile	Lota Port Integral Development	Feasibility Study	Selection in progress			214,000
Chile	Wind Power Project	Definitional Mission	Econergy International Corporation (EIC)	Washington	DC	24,993
Chile	Calama Wind Farm	Feasibility Study	Seawest Windpower	San Diego	CA	275,000
Chile	IT/E–Commerce	Orientation Visit	Meridian International Center	Washington	DC	68,832
Chile	Concepcion Passenger Train	Desk Study	Raul V. Bravo & Associates	Vienna	VA	4,750
Colombia	Cartagena Port Grain Terminal	Feasibility Study	Selection in progress			125,000
Colombia	Santa Marta Cargo Terminal Expansion	Feasibility Study	Louis Berger International, Inc.	Washington	DC	320,400
Colombia	Rail Sector Assessment	Definitional Mission	ICF Consulting	Fairfax	VA	25,000
Colombia	CNS/ATM Transition	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,800
Costa Rica	Rail Concession Bidders Briefing	Technical Assistance	Kingsley Group, Inc.	San Francisco	CA	18,000
Costa Rica	Telcom Privatization	Definitional Mission	Stephen F. Dachi	Arlington	VA	24,400
Honduras	El Cangrejal Hydroelectric Energy	Desk Study	Richard Hunt Associates, Inc.	Annapolis	MD	2,500
Mexico	Major Projects Conference	Other	Soza & Company, Ltd.	Fairfax	VA	1,725
Mexico	Mexico City Traffic Signaling	Feasibility Study	Selection in progress			376,500
Mexico	Water and Wastewater Treatment	Definitional Mission	Econergy International Corporation (EIC)	Washington	DC	24,500
Mexico	Pacific Group of Airports	Orientation Visit	Labat-Anderson, Incorporated	McLean	VA	39,642
Nicaragua	ENACAL Water and Sanitation	Orientation Visit	Meridian International Center	Washington	DC	22,009
Panama	Regional Electric Utility Infrastructure	Technical Assistance	Digitalogic	Baltimore	MD	300,000
Panama	IDB Panama City Transportation Projects	Desk Study	Hernan E. Pena, Jr.	Charleston	SC	2,500
Panama	IDB Panama City Transportation Projects	Technical Assistance	HDR Engineering, Inc.	Austin	TX	150,000
Peru	Four Electricity Power Projects	Feasibility Study	HDR Engineering, Inc.	Austin	TX	110,000
Peru	PetroPeru Talara Refinery	Desk Study	RKR & Associates	Rego Park	NY	4,000
Uruguay	Telecommunications/IT	Orientation Visit	Jefferson Consulting Group	Washington	DC	57,531
Venezuela	Orinoco River Steel Mill Wastewater Treatment	Feasibility Study	Chester Environmental, Inc.	Moon Township	PA	46,118
Venezuela	Puerto Cabello Port Facilities Expansion	Technical Assistance	Selection in progress			50,000
Venezuela	CADAFE La Vueltoosa Hydroelectric Project–Phase II	Feasibility Study	Southern Energy Resources, Inc.	Atlanta	GA	340,000
Venezuela	Western Rail	Feasibility Study	Tomen America, Inc.	New York	NY	275,000
Venezuela	CONATEL Telecommunications	Orientation Visit	Meridian International Center	Washington	DC	25,000
Venezuela	CADAFE Masparro River Hydroelectric Project	Feasibility Study	Selection in progress			250,000
Venezuela	Waste Iron Oxide/Petroleum Coke Project	Feasibility Study	Maumee Research and Engineering, Inc.	Northwood	OH	315,000
Venezuela	Technical Advisor for CONATEL	Technical Assistance	Strategic Policy Research	Bethesda	MD	275,433
Venezuela	Jose Solid Waste Treatment Center	Feasibility Study	Camp Dresser and McKee International, Inc.	Cambridge	MA	140,000
Venezuela	CNS/ATM Transition Plan	Feasibility Study	Selection in progress			450,000
Venezuela	Western Power Generation Expansion	Feasibility Study	Selection in progress			316,000

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COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Venezuela	PDVSA–Amuay Bay Clean-Up	Feasibility Study	Selection in progress			115,000
Venezuela	ELECAR Transmission and Distribution	Feasibility Study	Selection in progress			244,000
Venezuela	EDELCA Tocoma Hydropower	Desk Study	Commonwealth Power Corporation	Virginia Beach	VA	3,830
Venezuela	Toxic Waste Management	Orientation Visit	Louis Berger International, Inc.	Washington	DC	75,975
Venezuela	CADAFE Combined Cycle Upgrade	Desk Study	Econergy International Corporation (EIC)	Washington	DC	4,000
Venezuela	CADAFE Combined Cycle Upgrade	Feasibility Study	Selection in progress			180,000
Venezuela	Hidroven Water Projects	Definitional Mission	Armentrout Roebuck Matheny Consulting Group	Athens	GA	24,558
Venezuela	Hydrocaribe Pump Station	Feasibility Study	Selection in progress			70,000
Venezuela	PDVSA Gas Projects	Definitional Mission	Taylor International & Associates	Houston	TX	24,988
Venezuela	Pequiven Petrochemical Projects	Definitional Mission	Global Environmental Operations, Inc.	Lilburn	GA	25,000
Venezuela	Hidrosureste Water Storage Reservoir	Feasibility Study	Selection in progress			170,000
Venezuela	Aguas de Yaracuy Wastewater Treatment	Feasibility Study	Selection in progress			230,000
Venezuela	Hidrocentro Wastewater Treatment	Feasibility Study	Selection in progress			173,000
Latin America Regional	Regional Airlines Aircraft Initiative	Technical Assistance	Scott Hubbard	Fairfax	VA	3,946
Latin America Regional	Nicaragua/Honduras Wastewater Projects	Definitional Mission	AUGB Environmental Specialists	Bellevue	WA	24,173
Latin America Regional	IIC Environmental Project Analysis	Desk Study	Solana Incorporated	Portland	ME	2,500
Latin America Regional	IIC Environmental Project Analysis	Technical Assistance	Selection in progress			100,000
Latin America Regional	Honduras/Panama Hydroelectric Energy Projects	Definitional Mission	Richard Hunt Associates, Inc.	Annapolis	MD	24,690
Latin America Regional	LA/C Energy/Power Conference	Conference	MFM Group, Inc.	Washington	DC	279,779
Latin America Regional	Argentina/Chile Airport Projects	Definitional Mission	OED Airport & Aviation Consultants	Ridgefield	CT	24,574
Latin America Regional	Argentina/Uruguay Telecommunications and Information Technology	Definitional Mission	Jefferson Consulting Group	Washington	DC	25,000
Latin America Regional	Costa Rica/Panama Water Projects	Definitional Mission	Econergy International Corporation (EIC)	Washington	DC	22,867
Latin America Regional	LA/C Emergency Preparedness	Conference	Technical Resources International, Inc.	Rockville	MD	244,852
Latin America Regional	Central America Customs X-Ray Inspection	Desk Study	Global Technology Management, Inc.	Fairfax	VA	3,500
Latin America Regional	Aviation Officials	Conference	Labat-Anderson, Incorporated	McLean	VA	74,761
TOTAL FOR LATIN AMERICA						\$9,929,389
NEW INDEPENDENT STATES						
Armenia	IFC Venture Capital Fund	Feasibility Study	Shorebank Advisory Services	Chicago	IL	\$ 100,000
Armenia	Spitak/Gyumri Sugar Project	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	4,900
Armenia	Spitak/Gyumri Sugar Project	Feasibility Study	Schaffer & Associates, International, LLC	Baton Rouge	LA	250,000
Armenia	Multi-Sector Investment	Definitional Mission	Service Associates International, Inc.	Silver Spring	MD	50,000
Azerbaijan	SOCAR Gas Study	Feasibility Study	Selection in progress			425,000
Azerbaijan	Environmental Water Remote Sensing Monitoring	Feasibility Study	Environmental Research Institute of Michigan (ERIM)	Ann Arbor	MI	253,000
Azerbaijan	Construction Sector	Orientation Visit	Louis Berger International, Inc.	Washington	DC	84,526
Georgia	Power Sector	Definitional Mission	Technical Systems International, Inc.	McLean	VA	24,927
Georgia	Internet-Based Communications Centers	Desk Study	Global Resources	Irvine	CA	2,500
Georgia	Internet-Based Communications Centers	Feasibility Study	i-world.com, Inc.	New York	NY	143,020
Georgia	Caucasus ATC Study	Desk Study	WM Associates	Camdenton	MO	3,850
Georgia	Strategic Advisor on Oil and Gas	Technical Assistance	Edward Chow	Oakton	VA	400,000
Kazakhstan	EBRD Railways	Technical Assistance	J. H. Winner	Polomac	MD	80,000
Kazakhstan	Railways Restructuring	Orientation Visit	Various U.S. entities	Washington	DC	124,755
Kazakhstan	Gas Utilization Study	Feasibility Study	Gustavson Associates, Inc.	Boulder	CO	600,000
Kazakhstan	Gas Utilization Study–TA	Technical Assistance	S. H. Lucas & Associates	Pasadena	CA	15,586
Kazakhstan	Naimanjal Gold Mine	Feasibility Study	Frontier Mining, Ltd.	Highlands Ranch	CO	400,000
Kazakhstan	Air Traffic Control	Feasibility Study	DORS International	Washington	DC	110,080
Kazakhstan	World Bank Power Transmission Project	Feasibility Study	KEMA Consulting, Inc.	Fairfax	VA	378,000
Kazakhstan	Aktau Port Development	Definitional Mission	Sugin, Leonard C. E.	Baldwin	NY	25,000
Kyrgyzstan	Mining Sector	Orientation Visit	Northwest Mining Association and other U.S. firms	Spokane	WA	35,403
Russia	Plutonium Reactors Shutdown	Technical Assistance	Brooks Howell and Co, LLC	Great Falls	VA	25,000
Russia	Far East Fishing Vessel	Feasibility Study	Emerging Markets Finance Corporation	Wilmington	DE	600,000
Russia	Far East Fishing Vessel	Desk Study	Natural Resources Consultants, Inc.	Seattle	WA	1,000
Russia	Nizhni Novgorod Regional Potato Project	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,500
Russia	Elga Coal Mine	Desk Study	Emercon LLC	Arlington	VA	2,500
Russia	Chelyabinsk Nuclear Waste Clean Up	Feasibility Study	RedZone Robotics, Inc.	Pittsburgh	PA	375,000
Russia	Natural Gas Vehicles and Compressed Natural Gas Distribution	Desk Study	S. H. Lucas & Associates	Pasadena	CA	5,000
Russia	ILKO Refinery	Desk Study	CEVCO	Herndon	VA	2,500
Russia	ILKO Refinery	Feasibility Study	ABB Lummus Global, Inc.	Bloomfield	NJ	160,000
Russia	Siberian Veneer Project	Desk Study	Emercon LLC	Arlington	VA	2,500
Russia	Avtovaz Energy Efficiency	Desk Study	Power Tech Associates, PC.	Paramus	NJ	4,800
Russia	Railway Sector	Definitional Mission	Harral, Winner, Thompson, Sharp, Lawrence, Inc.	Potomac	MD	24,964
Ukraine	Odessa District Heating	Desk Study	M. L. Payton Consultants	Houston	TX	2,500
Ukraine	Odessa District Heating	Feasibility Study	The Stanton Group, Inc. and other	Boston	MA	400,428
Ukraine	Municipal Solid Waste Gasification	Desk Study	Brooks Howell and Co, LLC	Great Falls	VA	4,975
Ukraine	World Bank Biodiversity Project	Desk Study	Eurasia Environmental Associates, LLC	Reston	VA	2,499
Ukraine	World Bank Biodiversity Project	Technical Assistance	Environmental Research Institute of Michigan (ERIM)	Ann Arbor	MI	197,500
Ukraine	World Bank Kharkiv District Heating	Desk Study	Brooks Howell and Co, LLC	Great Falls	VA	2,500
Uzbekistan	Oil and Gas Projects	Definitional Mission	CEVCO	Herndon	VA	24,637
Uzbekistan	Oil and Gas Projects	Technical Assistance	MediaSync International, Inc.	Washington	DC	1,963
Uzbekistan	Uzbekistan Aircraft Purchase and Associated Infrastrucure	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,800



FY 2000 Program Activities — *By Region*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
NIS Regional	Caspian Finance Center	Technical Assistance	U.S. Embassy, Ankara			501,512
NIS Regional	Caspian Region Health Care Conference	Conference	Technical Resources International and Caspian Embassies			272,334
NIS Regional	Caucasus Emergency Management	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	50,000
NIS Regional	Asia Emergency Preparedness Conference	Conference	Various U.S. entities	McLean	VA	24,497
NIS Regional	Caucasus Agribusiness Sector	Orientation Visit	Agland Investment Services, Inc. and other	Larkspur	CA	160,315
TOTAL FOR NIS						\$6,364,771
MULTI-REGIONAL						
Multi-Regional	Railroad Express Opportunities	Other	Advanced Engineering Associates International, Inc.	Watertown	MA	\$ 7,599
Multi-Regional	Port Conference	Other	World Travel Service	McLean	VA	168,849
Multi-Regional	Financial Community Outreach	Technical Assistance	Parter International	New York	NY	83,300
Multi-Regional	Great Lakes Business Outreach	Conference	Technical Resources International, Inc.	Bethesda	MD	21,750
Multi-Regional	Midwest Business Outreach	Conference	Technical Resources International, Inc.	Bethesda	MD	27,727
Multi-Regional	Telecommunications Outreach	Technical Assistance	Information Age Economics, Inc.	Washington	DC	2,500
TOTAL FOR MULTI-REGIONAL						\$311,725
GRAND TOTAL						\$51,761,422

\*An asterisk indicates activities where TDA authorized the use of existing funds at various multilateral development banks. As such, those amounts are not reflected in the FY 2000 funding totals.

FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
AGRIBUSINESS						
Africa/Middle East						
Algeria	Wheat Storage Facility	Desk Study	Alexander X, Inc.	San Diego	CA	\$ 2,500
Egypt	Veterinary Hygiene Facility	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	2,500
Nigeria	Sugar Factory	Desk Study	CORE International	Washington	DC	2,500
Nigeria	Sugar Factory	Feasibility Study	Schaffer & Associates, International, LLC	Baton Rouge	LA	310,000
Yemen	Port of Aden Sugar Refinery	Desk Study	CORE International	Washington	DC	2,500
Europe						
Macedonia	Poultry Food Processing	Desk Study	Edward Reinauer, Jr.	Hereford	TX	2,500
Europe Regional	Bosnia/Croatia Food Processing	Definitional Mission	World Perspectives, Inc.	Washington	DC	23,574
New Independent States						
Armenia	Spitak/Gyumri Sugar Project	Desk Study	Agland Investment Services, Inc.	Larkspur	CA	4,900
Armenia	Spitak/Gyumri Sugar Project	Feasibility Study	Schaffer & Associates, International, LLC	Baton Rouge	LA	250,000
Russia	Far East Fishing Vessel	Feasibility Study	Emerging Markets Finance Corporation	Wilmington	DE	600,000
Russia	Far East Fishing Vessel	Desk Study	Natural Resources Consultants, Inc.	Seattle	WA	1,000
Russia	Nizhni Novgorod Regional Potato Project	Desk Study	Agland Investment Services, Inc. and other	Larkspur	CA	2,500
NIS Regional	Caucasus Agribusiness Sector	Orientation Visit	Agland Investment Services, Inc.	Larkspur	CA	160,315
TOTAL AGRIBUSINESS						\$1,364,789
ENERGY & POWER						
Africa/Middle East						
Algeria	Power Utility Customer Service System	Orientation Visit	Marison International	Boston	MA	\$ 40,473
Benin	150 MW Gas-Fired Power Plant	Desk Study	ENPRO	Walnut Creek	CA	2,500
Ghana	Eslama Combined Cycle Power Plant	Feasibility Study	ARS-International, Inc.	Arlington	VA	165,000
Guinea	Hydroelectric Plants	Desk Study	Commonwealth Power Corporation	Virginia Beach	VA	2,500
Guinea	Hydroelectric Plants	Feasibility Study	Washington Group International, Inc.	Princeton	NJ	149,095
Mali	50–100 MW Co-Generation Power Plant	Feasibility Study	Selection in progress			203,100
Nigeria	Power Sector	Definitional Mission	Power Project Financing	San Anselmo	CA	25,000
Nigeria	Warri Premium Gasoline and Aviation Fuel	Feasibility Study	Selection in progress			360,000
Oman	Barka 400MW Power and Desalination Project	Feasibility Study	Selection in progress			250,000
Uganda	IFC Rural Electrification	Desk Study	Schiller Associates	Oakland	CA	2,500
Africa Regional	Sub-Saharan SCADA	Orientation Visit	Alexis International, Inc.	Washington	DC	363
Asia						
India	Trimbak Bagasse-Based Cogeneration Power	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
India	Korba Tailings-Based Power Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
India	Korba Tailings-Based Power Project	Feasibility Study	Foster Wheeler Corporation	Clinton	NJ	176,612
India	Shrinagar Hydroelectric Power Project	Desk Study	Emecon LLC	Arlington	VA	4,000
India	Mangalore IGCC Project	Desk Study	S.H. Lucas & Associates	Pasadena	CA	5,000
Indonesia	Aceh Energy/Power	Definitional Mission	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	24,930
Indonesia	Aceh Geothermal Development	Orientation Visit	Power Tech Associates, PC.	Paramus	NJ	85,000

FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Philippines	National Power Corporation Transmission Upgrade	Desk Study	John M. Peschon	Middletown	CA	2,500
Philippines	National Power Corporation Transmission Upgrade	Feasibility Study	Electric Power Research Institute, Inc.	Palo Alto	CA	353,800
Philippines	Power Pooling Infrastructure	Desk Study	Commonwealth Power Corporation	Virginia Beach	VA	2,500
Philippines	Power Pooling Infrastructure	Feasibility Study	Selection in progress			500,000
Thailand	PEA Information Technology	Feasibility Study	SCI Utility Systems	Columbia	SC	500,000
Vietnam	Soc Trang Power Plant—Phase II	Feasibility Study	Coudert Brothers	New York	NY	92,609
Europe						
Albania	Electricity System Transmission Interconnection	Feasibility Study	Selection in progress			400,000
Bosnia & Herzegovina	Energy Sector Senior Advisor	Technical Assistance	World Travel Service	McLean	VA	1,140
Bosnia & Herzegovina	World Bank SCADA Project	Desk Study	Marty Morell	New York	NY	2,500
Bosnia & Herzegovina	World Bank SCADA Project	Feasibility Study	Electrotek Concepts, Inc.	Cupertino	CA	278,000
Bosnia & Herzegovina	Power Officials	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	126,006
Bosnia & Herzegovina	Banja Luka District Heating Project	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
Bosnia & Herzegovina	Banja Luka District Heating Project	Feasibility Study	Selection in progress			297,517
Bulgaria	Industrial Power Projects	Desk Study	Schiller Associates	Oakland	CA	2,500
Bulgaria	Industrial Power Projects	Feasibility Study	Wilton InterPower, LLC	San Diego	CA	340,000
Hungary	Renewable Energy Sector	Definitional Mission	Commonwealth Power Corporation	Virginia Beach	VA	24,863
Hungary	Inota Waste to Energy Project	Feasibility Study	Selection in progress			235,000
Hungary	Energy Sector Projects	Definitional Mission	Commonwealth Power Corporation	Norfolk	VA	37,000
Macedonia	Boskov Most IPP Hydro Power	Feasibility Study	Selection in progress			248,815
Poland	Energobaltic Waste Gas Recovery	Feasibility Study	Selection in progress			275,000
Poland	Energy Sector	Definitional Mission	Enertech International, Inc.	Grasonville	MD	24,970
Poland	Stalowa Wola CHP Plant Rehab	Feasibility Study	Selection in progress			366,310
Poland	Three BOO Cogeneration Power Production Projects	Feasibility Study	Selection in progress			269,780
Poland	Belchatow Control Technology Pilot Project	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
Poland	Belchatow Control Technology Pilot Project	Feasibility Study	Westinghouse Process Control	Pittsburgh	PA	374,250
Slovak Republic	Power Officials	Orientation Visit	The Institute for Public-Private Partnerships, Inc.	Washington	DC	7,900
			World Travel Service	McLean	DC	5,928
Turkey	Izmit Cogeneration	Feasibility Study	Energy Transportation Group	New York	NY	177,060
Europe Regional	Energy Sector Bulgaria/Macedonia	Definitional Mission	Energy and Environmental Consulting Engineers (EECE)	Mission Viejo	CA	22,900
Europe Regional	Trans-Balkan Transmission System Interconnection	Feasibility Study	EAM Corporation	Houston	TX	302,700
Europe Regional	Albania/Croatia Electric Interconnection	Definitional Mission	CORE International	Washington	DC	25,000
Latin America						
Argentina	Energy Projects	Definitional Mission	Commonwealth Power Corporation	Virginia Beach	VA	23,821
Argentina	500kv Transmission Mining Line	Feasibility Study	Law and Economics Consulting Group (LECG)	Emeryville	CA	230,000
Brazil	Seival Mine-mouth Coal-fired Power Plant—Environmental Analysis	Desk Study	Commonwealth Power Corporation	Norfolk	VA	1,500
Brazil	Copelmi Power Plant Environmental Study	Technical Assistance	Parsons Energy & Chemicals Group, Inc.	Reading	PA	125,000
Chile	Wind Power Project	Definitional Mission	Econergy International Corporation (EIC)	Washington	DC	24,993
Chile	Calama Wind Farm	Feasibility Study	Seawest Windpower	San Diego	CA	275,000
Honduras	El Cangrejal Hydroelectric Energy	Desk Study	Richard Hunt Associates, Inc.	Annapolis	MD	2,500
Panama	Regional Electric Utility Infrastructure	Technical Assistance	Digitalogic	Baltimore	MD	300,000
Peru	Four Electricity Power Projects	Feasibility Study	Selection in progress			110,000
Venezuela	CADAFE La Vueltoosa Hydroelectric Project—Phase II	Feasibility Study	Southern Energy Resources, Inc.	Atlanta	GA	340,000
Venezuela	CADAFE Masparro River Hydroelectric Project	Feasibility Study	Selection in progress			250,000
Venezuela	Western Power Generation Expansion	Feasibility Study	Selection in progress			316,000
Venezuela	ELECAR Transmission and Distribution	Feasibility Study	Selection in progress			244,000
Venezuela	EDELCA Tocoma Hydropower	Desk Study	Commonwealth Power Corporation	Virginia Beach	VA	3,830
Venezuela	CADAFE Combined Cycle Upgrade	Desk Study	Econergy International Corporation (EIC)	Washington	DC	4,000
Venezuela	CADAFE Combined Cycle Upgrade	Feasibility Study	Selection in progress			180,000
Latin America Regional	Honduras/Panama Hydroelectric Energy Projects	Definitional Mission	Richard Hunt Associates, Inc.	Annapolis	MD	24,690
Latin America Regional	LA/C Energy/Power Conference	Conference	MFM Group, Inc.	Washington	DC	279,779
New Independent States						
Azerbaijan	SOCAR Gas Study	Feasibility Study	Selection in progress			425,000
Georgia	Power Sector	Definitional Mission	Technical Systems International, Inc.	McLean	VA	24,927
Kazakhstan	Gas Utilization Study	Feasibility Study	Gustavson Associates, Inc.	Boulder	CO	600,000
Kazakhstan	Gas Utilization Study—TA	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	15,586
Kazakhstan	World Bank Power Transmission Project	Feasibility Study	KEMA Consulting, Inc.	Fairfax	VA	378,000
Russia	Plutonium Reactors Shutdown	Technical Assistance	Brooks Howell and Co., LLC	Great Falls	VA	25,000
Russia	AvtoVAZ Energy Efficiency	Desk Study	Power Tech Associates, PC.	Paramus	NJ	4,800
Ukraine	Odessa District Heating	Desk Study	M.L. Payton Consultants	Houston	TX	2,500
Ukraine	Odessa District Heating	Feasibility Study	The Stanton Group, Inc. and other	Boston	MA	400,428
Ukraine	World Bank Kharkiv District Heating	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	2,500
TOTAL ENERGY & POWER						\$11,416,475
HUMAN RESOURCES						
Africa/Middle East						
Ivory Coast	PISAM Medical Equipment Tender	Training	Selection in progress			\$ 100,000
Morocco	Private Hospital	Desk Study	Paul Lalvania	New York	NY	2,500
Asia						
Malaysia	Vocational Training	Orientation Visit	Chemonics International, Inc.	Washington	DC	74,082

FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Vietnam	Medical Equipment	Orientation Visit	Meridian International Center	Washington	DC	111,647
Asia Regional	Healthcare IT Conference	Desk Study	Medical Informatics, Inc.	Tahoe City	CA	2,500
<b>Europe</b>						
Bulgaria	National Cardiology Initiative	Desk Study	Stephen F. Dachi	Arlington	VA	2,500
Bulgaria	National Cardiology Initiative	Technical Assistance	Agilent Technologies Healthcare Solutions Group	Andover	MA	106,435
<b>New Independent States</b>						
NIS Regional	Caspian Region Health Care Conference	Conference	Technical Resources International and Caspian Embassies			272,334
<b>TOTAL HUMAN RESOURCES</b>						<b>\$671,998</b>
<b>MANUFACTURING</b>						
<b>Africa/Middle East</b>						
Egypt	Tinplate Manufacturing Facility	Feasibility Study	USX Engineers and Consultants, Inc.	Pittsburgh	PA	\$ 89,680
Morocco	Cement Plant	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Morocco	Cement Plant	Feasibility Study	ARS-I Inc.	Arlington	VA	69,280
Nigeria	Kogi State Cement Plant	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
Nigeria	Kogi State Cement Plant	Feasibility Study	Bateman Engineering	Denver	CO	350,000
<b>Asia</b>						
India	Essar Oil Hydrocracker	Desk Study	Intratech, Inc.	McLean	VA	5,000
India	Essar Oil Hydrocracker	Feasibility Study	The Pace Consultants	Houston	TX	535,073
India	Haryana MDF Project	Desk Study	McKittrick & Associates, Inc.	Oakton	VA	2,500
India	Haryana MDF Project	Feasibility Study	Alutec, Inc.	Carlsbad	CA	250,000
Indonesia	PT Kilang Minyak Batam Refinery Project	Desk Study	CEVCO	Herndon	VA	4,690
Indonesia	PT Kilang Minyak Batam Refinery Project	Feasibility Study	Bank of America	Hong Kong		500,000
Korea	LG-Caltex Hydrocracker	Definitional Mission	MARTECH	San Dimas	CA	23,000
Korea	LG-Caltex Hydrocracker	Feasibility Study	Selection in progress			497,300
Thailand	Thalboard Structures	Desk Study	Faustino Garza	Santa Monica	CA	2,500
Vietnam	Direct Reduced Iron Facility	Desk Study	Delta Research Company	Chicago	IL	2,500
Vietnam	Direct Reduced Iron Facility	Feasibility Study	Dastur International, Inc.	Coraopolis	PA	80,000
<b>Europe</b>						
Bosnia & Herzegovina	Inflatable Boat Manufacturing	Desk Study	Lark-Horton Global Consulting, Ltd.	Washington	DC	2,500
Bosnia & Herzegovina	Inflatable Boat Manufacturing	Feasibility Study	Program Planning Professionals	Washington	DC	79,500
Bosnia & Herzegovina	Brod Refinery Modernization	Desk Study	International Development Planners	Oakland	CA	2,500
Czech Republic	Bioethanol Production Pilot Project	Desk Study	Alan Kornfeld	West Palm Beach	FL	2,500
Czech Republic	C5 Treatment Complex	Feasibility Study	Selection in progress			255,000
Poland	Cold Rolled Steel Plant	Desk Study	ENPRO	Walnut Creek	CA	2,500
Poland	Rokita Propylene Oxide Project	Feasibility Study	Selection in progress			300,000
Romania	LPG Project	Feasibility Study	Energy Transportation Group	New York	NY	344,000
Europe Regional	Central European Chemical Projects	Definitional Mission	Process Safety and Reliability Group, Inc. (PSRG)	Houston	TX	39,994
<b>Latin America</b>						
Brazil	Petrobras Gas to Liquids	Definitional Mission	Intratech, Inc.	McLean	VA	24,598
Peru	PetroPeru Talara Refinery	Desk Study	RKR & Associates	Rego Park	NY	4,000
Venezuela	PDVSA Gas Projects	Definitional Mission	Taylor International & Associates	Houston	TX	24,988
Venezuela	Pequiven Petrochemical Projects	Definitional Mission	Global Environmental Operations, Inc.	Lilburn	GA	25,000
<b>New Independent States</b>						
Azerbaijan	Construction Sector	Orientation Visit	Louis Berger International, Inc.	Washington	DC	84,526
Russia	ILKO Refinery	Desk Study	CEVCO	Herndon	VA	2,500
Russia	ILKO Refinery	Feasibility Study	ABB Lummus Global, Inc.	Bloomfield	NJ	160,000
Russia	Siberian Veneer Project	Desk Study	Emercon LLC	Arlington	VA	2,500
Uzbekistan	Oil and Gas Projects	Definitional Mission	CEVCO	Herndon	VA	24,637
Uzbekistan	Oil and Gas Projects	Technical Assistance	MediaSync International, Inc.	Washington	DC	1,963
<b>TOTAL MANUFACTURING</b>						<b>\$3,799,729</b>
<b>MINING &amp; NATURAL RESOURCES</b>						
<b>Africa/Middle East</b>						
Algeria	Mining Sector	Definitional Mission	Gustavson Associates, Inc.	Boulder	CO	\$ 24,700
Algeria	Gold Mine Project	Feasibility Study	Selection in progress			450,000
Jordan	Liquid Propane Gas Distribution	Desk Study	S.H. Lucas & Associates	Pasadena	CA	2,500
Nigeria	Oil and Gas Sector	Definitional Mission	RKR & Associates	Rego Park	NY	24,920
Nigeria	Domestic Gas Utilization	Feasibility Study	Selection in progress			400,000
ME Regional	Middle East Regional Petroleum Projects	Definitional Mission	International Development Planners	Oakland	CA	39,583
Africa Regional	Central Africa Downstream Oil & Gas	Definitional Mission	Merklein & Associates, Inc.	Washington	DC	29,984
Africa Regional	East Africa Mining Sector	Definitional Mission	Behre Dolbear & Company	New York	NY	23,044
<b>Asia</b>						
Bangladesh	Strategic Gas Utilization Study	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	7,500
India	TIDCO South Gas	Desk Study	NPB Associates	Chicago	IL	10,000
India	TIDCO South Gas	Feasibility Study	Selection in progress			322,620
India	Petroleum Sector	Definitional Mission	Petroleum Equity, Inc.	McLean	VA	25,000
<b>Europe</b>						
Bulgaria	Bulgargaz Gas Storage Facility	Feasibility Study	The University of Oklahoma	Norman	OK	276,000

FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Turkey	BOTAS Advisory Assistance	Technical Assistance	C.C. Pace Consulting, LLC	Fairfax	VA	250,000
Turkey	BOTAS Technical Advisor	Technical Assistance	S.H. Lucas & Associates	Pasadena	CA	15,000
Europe Regional	Balkan Gas Projects	Definitional Mission	N & P Limited	Harpers Ferry	WV	35,000
<b>Latin America</b>						
Brazil	Minas Gerais Mining (CPM Zinc Smelter)	Feasibility Study	Selection in progress			500,000
Brazil	Private Sector Mining Projects	Definitional Mission	Anderson & Schwab, Inc.	New York	NY	24,352
Brazil	CMM Geophysical Survey	Technical Assistance	Selection in progress			250,000
Brazil	CMM Zinc Concentrate Recovery	Feasibility Study	Selection in progress			363,000
Brazil	MBR On-Line Analysis	Technical Assistance	Selection in progress			55,000
<b>New Independent States</b>						
Georgia	Strategic Advisor on Oil and Gas	Technical Assistance	Edward C. Chow	Oakton	VA	400,000
Kazakhstan	Naimanjal Gold Mine	Feasibility Study	Frontier Mining, Ltd.	Highlands Ranch	CO	400,000
Kyrgyzstan	Mining Sector	Orientation Visit	Northwest Mining Association and other U.S. firms	Spokane	WA	35,403
Russia	Elga Coal Mine	Desk Study	Emercon LLC	Arlington	VA	2,500
<b>TOTAL MINING &amp; NATURAL RESOURCES</b>						<b>\$3,966,106</b>
<b>MULTI SECTOR &amp; OTHER</b>						
<b>Africa/Middle East</b>						
Lebanon	Beirut Emerging Technology Industrial and Research Center	Feasibility Study	Selection in progress			\$ 52,160
Nigeria	Foreign Service National	Other	U.S. Embassy (Lagos)			450
South Africa	Engineering Empowerment	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	104,111
Africa Regional	Funding Institutions Pipeline Analysis	Definitional Mission	Richard Rubin	Washington	DC	33,000
ME Regional	Maghreb Trade and Investment Conference	Conference	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	332,122
ME Regional	Maghreb IDB Analysis	Desk Study	Development Finance International	Bethesda	MD	2,500
Africa/ME Regional	Project Analyst	Technical Assistance	Jennifer Nickell	Arlington	VA	30,000
Africa/ME Regional	Review of TOR for Two Africa Projects	Desk Study	Telematics Engineering	Reston	VA	1,000
<b>Asia</b>						
India	Foreign Commercial Service	Technical Assistance	U.S. Consulate—Chennai			500
Philippines	GIS Projects	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	107,864
Asia Regional	GIS Conference	Conference	MFM Group, Inc.	Washington	DC	286,936
Asia Regional	Project Analyst	Technical Assistance	Will Pompa	Washington	DC	15,000
<b>Europe</b>						
Turkey	Construction Symposium	Conference	Research and Management Foundation of the Americas	Washington	DC	122,644
Turkey	Asia Emergency Preparedness Conference	Technical Assistance	U.S. Embassy (Ankara)			27,725
Turkey	World Bank Earthquake Project	Desk Study	Ben Martin	Escondido	CA	5,000
Europe Regional	SBDI Secretariat	Technical Assistance	Virzhinia Meshineva			33,215
Europe Regional	SBDI Procurement Advisory Services	Procurement Assistance	Business Promotion Consultants, Inc.	Forestville	MD	180,637
Europe Regional	Regional Investment Conference	Conference	U.S. Business Council for Southeastern Europe	New York	NY	26,740
Europe Regional	Southeast Europe Initiative	Technical Assistance	Various U.S. entities			227,945
Europe Regional	Poland and Hungary Private Sector Project Development	Technical Assistance	Delta Research Company	Chicago	IL	50,000
Europe Regional	Southeast Europe Transportation/Energy Conference	Conference	Various U.S. firms	Washington	DC	351,423
Europe Regional	SBDI Albania/Bulgaria Bid Evaluation Services	Procurement Assistance	Leonard Sugin	Baldwin	NY	25,000
<b>Latin America</b>						
Mexico	Major Projects Conference	Other	Soza & Company, Ltd.	Fairfax	VA	1,725
Latin America Regional	Argentina/Uruguay Telecommunications and Information Technology	Definitional Mission	Jefferson Consulting Group	Washington	DC	25,000
Latin America Regional	LA/C Emergency Preparedness	Conference	Technical Resources International, Inc.	Rockville	MD	244,852
<b>New Independent States</b>						
Armenia	IFC Venture Capital Fund	Feasibility Study	Shorebank Advisory Services	Chicago	IL	100,000
Armenia	Multi-Sector Investment	Definitional Mission	Service Associates International, Inc.	Silver Spring	MD	50,000
NIS Regional	Caspian Finance Center	Technical Assistance	U.S. Embassy, Ankara			501,512
NIS Regional	Caucasus Emergency Management	Technical Assistance	Millennium Science & Engineering, Inc.	McLean	VA	50,000
NIS Regional	Asia Emergency Preparedness Conference	Technical Assistance	U.S. Embassy (Tiblisi)			24,497
<b>Multi-Regional</b>						
Multi-Regional	Financial Community Outreach	Technical Assistance	Parter International	New York	NY	83,300
Multi-Regional	Great Lakes Business Outreach	Conference	Technical Resources International, Inc.	Rockville	MD	21,750
Multi-Regional	Midwest Business Outreach	Conference	Technical Resources International, Inc.	Rockville	MD	27,727
<b>TOTAL MULTI-SECTOR</b>						<b>\$3,146,355</b>
<b>SERVICES</b>						
<b>Africa/Middle East</b>						
South Africa	Revenue System IT Upgrade	Desk Study	Telematics Engineering	Reston	VA	\$ 2,500
Africa Regional	ADB MIS Upgrade	Technical Assistance	Shen Milson/INTERPORT	New York	NY	110,000
Africa Regional	African Stock Exchanges	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	45,177
<b>Asia</b>						
Indonesia	LIDAR Remote Imaging Technology	Feasibility Study	TerraPoint LLC	The Woodlands	TX	249,319
Malaysia	TNB GIS Study	Desk Study	Warren G. Glimpse	Alexandria	VA	2,500
Philippines	Central Bank Configuration Study	Desk Study	Norris L. Hickerson	Old Hickory	TN	5,000
Philippines	Central Bank Configuration Study	Feasibility Study	Selection in progress			222,000

FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Taiwan	E-Commerce Orientation Visit	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	110,491
Taiwan	Internet Service and Application Service Providers	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	54,898
Vietnam	Social Security Automation	Definitional Mission	Leach Management Consulting, Corporation	Philadelphia	PA	24,999
Vietnam	Social Security Automation	Feasibility Study	Selection in progress			500,000
Asia Regional	Emergency Management Conference	Conference	ICF Kaiser, Inc.	Fairfax	VA	43,052
<b>Europe</b>						
Albania	Financial Planning Advisory Services	Technical Assistance	CORE International	Washington	DC	144,752
Poland	EBRD Municipal Infrastructure Projects	Technical Assistance	Selection in progress			248,732
Poland	Ministry of Finance Organizational Restructuring	Desk Study	Delta Research Company	Chicago	IL	9,999
Poland	Ministry of Finance Organizational Restructuring	Feasibility Study	Arthur Anderson	Vienna	VA	189,000
Poland	Ministry of Finance Organizational Restructuring	Technical Assistance	Delta Research Company	Chicago	IL	19,500
Poland	Information Technology	Definitional Mission	Service Associates International, Inc.	Silver Spring	MD	33,500
Poland	Information Technologies	Orientation Visit	Computer Frontiers, Inc.	Germantown	MD	112,615
<b>Latin America</b>						
Argentina	Government Census Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	42,785
Chile	IT/E-Commerce	Orientation Visit	Meridian International Center	Washington	DC	68,832
Latin America Regional	Central America Customs X-Ray Inspection	Desk Study	Global Technology Management, Inc.	Fairfax	VA	3,500
<b>TOTAL SERVICES</b>						<b>\$2,243,151</b>

TELECOMMUNICATIONS

Africa/Middle East

Algeria	Telecommunications Sector	Definitional Mission	Service Associates International, Inc.	Silver Spring	MD	\$ 25,000
Algeria	SONELGAZ SCADA and Fiberoptics Project	Feasibility Study	Selection in progress			290,000
Mauritius	Wireless Loop	Training	USTI and Unz & Company	New York	NY	300,000
Morocco	ANRT Telecommunications Project	Technical Assistance	Teleconsult International	Washington	DC	21,810
Morocco	ONE Telecom Backbone Project	Desk Study	Telecommunications Management Group	Arlington	VA	2,500
Morocco	ONE Telecom Backbone Project	Feasibility Study	Project Finance Advisors, LLC	Washington	DC	306,180
Nigeria	Telecommunications Sector	Definitional Mission	Telecommunications Management Group	Arlington	VA	23,597
Nigeria	Spectrum Management	Feasibility Study	Selection in progress			183,150

Asia

India	IMCL Internet Over Cable	Feasibility Study	Selection in progress			218,950
Thailand	TOT IT Implementation Plan	Feasibility Study	Booz-Allen and Hamilton, Inc.	McLean	VA	306,000
Asia Regional	Telecommunications Officials—India	Orientation Visit	MFM Group, Inc.	Washington	DC	64,104

Europe

Bosnia & Herzegovina	Wireless Telecommunications Network	Desk Study	CORE International	Washington	DC	2,500
Croatia	Telecommunications Sector	Definitional Mission	The Imtec Group Incorporated	Woodstock	VT	25,000
Hungary	Novacom Microwave Access	Feasibility Study	Selection in progress			127,000
Macedonia	SBDI Safety Devices	Procurement Assistance	William F. Hennessey	Exeter	NH	15,000
Macedonia	SBDI Fiber Optic/Station Equipment	Definitional Mission	William F. Hennessey	Exeter	NH	25,000
Macedonia	SBDI Rail Fiber Optic Cabling	Procurement Assistance	Selection in progress			2,178,000
Macedonia	SBDI Fiber Optic/Station Equipment Evaluation	Technical Assistance	William F. Hennessey	Exeter	NH	33,000
Macedonia	Rural Telecommunications Wireless Local Loop	Desk Study	Alexander X, Inc.	LaJolla	CA	5,000
Poland	Tel-Energó Telecom Market Plan	Desk Study	Telecommunications Management Group	Arlington	VA	500
Romania	CONEL Telecommunications Modernization	Orientation Visit	Teleconsult International	Washington	DC	34,000
Romania	CONEL Telecommunications Modernization—EBRD	Desk Study	Global Resources	Irvine	CA	2,500
Romania	CONEL Telecommunications Modernization—Review of Draft Feasibility Study	Desk Study	Telecommunications Management Group	Arlington	VA	500
Romania	CONEL Telecommunications Modernization—EBRD	Technical Assistance	Teleconsult International	Washington	DC	150,490
Romania	Communications	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	49,959

Latin America

Argentina	Communications Secretariat Technical Advisor	Desk Study	Brendan Gannon	Mercer Island	WA	3,500
Argentina	Communications Secretariat Technical Advisor	Technical Assistance	Selection in progress			213,120
Costa Rica	Telcom Privatization	Definitional Mission	Stephen F. Dachi	Arlington	VA	24,400
Uruguay	Telecommunications/IT	Orientation Visit	Jefferson Consulting Group	Washington	DC	57,531
Venezuela	CONATEL Telecommunications	Orientation Visit	Meridian International Center	Washington	DC	25,000
Venezuela	Technical Advisor for CONATEL	Technical Assistance	Strategic Policy Research	Bethesda	MD	275,433

New Independent States

Georgia	Internet-Based Communications Centers	Desk Study	Global Resources	Irvine	CA	2,500
Georgia	Internet-Based Communications Centers	Feasibility Study	i-world.com, Inc.	New York	NY	143,020

Multi-Regional

Multi-Regional	Telecommunications Outreach	Technical Assistance	Information Age Economics, Inc.	Washington	DC	2,500
<b>TOTAL TELECOMMUNICATIONS</b>						<b>\$5,136,744</b>

TRANSPORTATION

Africa/Middle East

Botswana	Radar Data Processing	Training	Federal Aviation Administration	Oklahoma City	OK	\$ 157,000
Cameroon	Port of Limbe Project—Phase I	Feasibility Study	Don Breazeale & Associates	Rancho Santa Fe	CA	124,625
Cameroon	Airports Concessioning	Technical Assistance	Selection in progress			160,850
Egypt	Port Said/Suez Integrated Rail Link	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500

FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Ghana	Investment Plans for Kumasi, Tamale, and Accra Airports	Feasibility Study	Selection in progress			306,000
Lebanon	IFC Middle East Airlines Privatization	Desk Study	Emercon LLC	Arlington	VA	2,500
South Africa	Portnet/ACSA Visit	Orientation Visit	Louis Berger International, Inc.	Washington	DC	200,000
Africa Regional	Regional Airport Infrastructure Conference	Conference	American Association of Airport Executives	Alexandria	VA	124,675
Africa Regional	Regional Airport Infrastructure Conference	Definitional Mission	Montgomery Consulting Group, Inc.	Winter Park	FL	24,600
Africa/ME Regional	Algeria/Angola Port/Transportation	Definitional Mission	Planning Systems International, Inc.	Olympia	WA	24,720

Asia

India	Railways Sector	Definitional Mission	William F. Hennessey	Exeter	NH	23,673
India	Rail Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	113,930
India	Maroli Port Project	Desk Study	William F. Hennessey	Exeter	NH	2,500
India	Maroli Port Project—Legal Advisor	Technical Assistance	Selection in progress			165,264
India	Maroli Port Project—Technical Advisor	Technical Assistance	Selection in progress			300,000
India	Aviation Sector OV and Business Briefing	Orientation Visit	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	124,967
India	Bangalore Transit System	Orientation Visit	Kaiser Engineers	New York	NY	17,076
Indonesia	Aceh Port	Definitional Mission	Marine Intermodal Development Inc.	Annapolis	MD	24,988
Philippines	Port Authority MIS Computerization	Desk Study	Telematics Engineering	Reston	VA	3,985
Philippines	Port Authority MIS Computerization	Feasibility Study	KPMG Consulting, LLC	Chicago	IL	348,000
Thailand	SBIA Rescue and Fire Fighting	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,500
Thailand	SBIA Rescue and Fire Fighting	Feasibility Study	Selection in progress			320,000
Thailand	Highway Equipment Handling and Management	Desk Study	Transportation & Economic Research Associates, Inc. (TERA)	Sterling	VA	2,500
Vietnam	Ho Chi Minh City Dedicated Rice Port	Desk Study	Leonard Sugin	Baldwin	NY	2,500
Vietnam	Ho Chi Minh City Dedicated Rice Port	Feasibility Study	Lyon Associates International, Ltd.	Honolulu	HI	225,000

Europe

Albania	SBDI Port of Durres Phase I	Desk Study	Michael Bucciero	Montclair	NJ	1,500
Albania	SBDI Port of Durres Intermodal Container Facility—Phase II	Feasibility Study	Moffatt & Nichol International	New York	NY	318,000
Albania	SBDI Production/Switch Tamper	Procurement Assistance	Fairmont Tamper, HarSCO Corporation	Cayce-West Columbia	SC	897,260
Albania	SBDI Road Project	Technical Assistance	McDonough Bolyard Peck, Inc.	Fairfax	VA	70,000
Albania	SBDI Dredge Procurement	Desk Study	Woodbury, Paul	Wilmington	NC	4,980
Albania	SBDI Port-Related Equipment	Procurement Assistance	Selection in progress			1,400,000
Albania	Transportation Projects	Definitional Mission	CORE International	Washington	DC	15,310
Bulgaria	SBDI Electronic Rail Equipment	Technical Assistance	William F. Hennessey	Exeter	NH	1,000
Bulgaria	SBDI Varna Port/Sofia Intermodal Equipment	Procurement Assistance	Mi-Jack Products, Inc.	Hazel Crest	IL	18,500
Bulgaria	SBDI Varna Port Equipment	Technical Assistance	Leonard Sugin	Baldwin	NY	13,269
Bulgaria	SBDI Clearance Laser System	Procurement Assistance	Selection in progress			300,000
Bulgaria	SBDI Laser Clearance System	Technical Assistance	Leonard Sugin	Baldwin	NY	5,000
Bulgaria	SBDI Bridge Inspection Platform	Procurement Assistance	Selection in progress			320,000
Bulgaria	SBDI Port of Varna Tractor-Trailers	Procurement Assistance	Selection in progress			480,000
Bulgaria	SBDI Ground Penetrating Radar	Procurement Assistance	Selection in progress			107,270
Bulgaria	SBDI Equipment Specs Review	Desk Study	Leonard Sugin	Baldwin	NY	1,250
Bulgaria	SBDI Motor Testing Equipment	Procurement Assistance	CAM International, Inc.	Hanover	PA	1,073,158
Bulgaria	Railway Interconnectivity	Desk Study	William F. Hennessey	Exeter	NH	5,000
Czech Republic	Railways Restructuring Project	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	2,500
Czech Republic	Railways Restructuring Project	Technical Assistance	Selection in progress			144,405
Czech Republic	Ostrava Airport Modernization	Feasibility Study	Selection in progress			235,610
Hungary	Railway IP Telephony	Technical Assistance	Selection in progress			53,860
Macedonia	SBDI Railway MIS	Technical Assistance	A&L Associates	Cambridge	MA	192,000
Macedonia	SBDI Railway MIS	Desk Study	Marty Morell	New York	NY	1,250
Macedonia	SBDI Railroad Design Software	Procurement Assistance	Intergraph Corporation	Farmington Hills	MI	27,556
Macedonia	SBDI Railroad Safety Equipment Specifications	Procurement Assistance	Thomas K. Dyre, Inc.	Lexington	MA	2,500
Macedonia	SBDI Toll Road Public-Private Partnership	Feasibility Study	Bechtel International, Inc.	San Francisco	CA	200,000
Macedonia	Airport Upgrade/Rehabilitation Business Plan	Desk Study	WM Associates	Camdenton	MO	2,500
Macedonia	Airport Upgrade/Rehabilitation Business Plan	Feasibility Study	Parsons Group International, Ltd.	Miami	FL	206,300
Poland	Krakow Airport	Desk Study	CORE International	Washington	DC	5,175
Poland	Krakow Airport	Feasibility Study	HNTEB	Washington	DC	350,000
Romania	Rail Telecom Commercialization	Desk Study	William F. Hennessey	Exeter	NH	5,000
Romania	Strategic Industrial Privatization Assistance	Desk Study	Tribuowan Narain	Silver Spring	MD	5,000
Romania	Strategic Industrial Privatization Assistance	Technical Assistance	Chemonics International, Inc.	Washington	DC	242,876
Turkey	Turkish Straits VTMS	Training	Lockheed Martin	Syracuse	NY	225,000
Turkey	Samsun Light Rail Project	Definitional Mission	S. Rowitz & Associates	Buffalo Grove	IL	14,997
Europe Regional	SBDI Transportation Sector Advisory Services	Technical Assistance	Bechtel International, Inc.	San Francisco	CA	112,276
Europe Regional	SBDI Regional Highway Mobile Laboratory Equipment	Procurement Assistance	Business Promotion Consultants, Inc.	Forestville	MD	17,750
Europe Regional	Safer Skies Symposium	Conference	APCO Associates	Seattle	WA	257,932
Europe Regional	Safer Skies Symposium	Technical Assistance	JDA Aviation Technology Solutions	Washington	DC	34,500
Europe Regional	Czech /Slovenia Airports	Definitional Mission	CORE International	Washington	DC	25,000

Latin America

Argentina	National Airports System Privatization	Technical Assistance	Federal Aviation Administration	Washington	DC	75,000
Argentina	Ports and Navigation Officials	Orientation Visit	Louis Berger International, Inc.	Washington	DC	16,802
Argentina	Buenos Aires ITS Architecture	Feasibility Study	Selection in progress			315,000
Argentina	Buenos Aires Commuter Lane Barrier System	Feasibility Study	DBR & Associates	Fairfax Station	VA	120,000
Bolivia	Aiquille—Santa Cruz Railroad Interconnection II	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	4,958
Brazil	Sao Paulo Commuter Rail Modernization	Desk Study	Raul V. Bravo & Associates	Vienna	VA	1,500
Brazil	Sao Paulo Transport Electrical System	Desk Study	Power Tech Associates, PC.	Paramus	NJ	3,500



FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Brazil	Sao Paulo Transport Electrical System	Feasibility Study	Selection in progress			200,000
Brazil	Metro and Light Rail Project Assessment	Desk Study	S. Rowitz & Associates	Buffalo Grove	IL	4,958
Chile	Lota Port Integral Development	Feasibility Study	Louis Berger International, Inc.	Washington	DC	214,000
Chile	Concepcion Passenger Train	Desk Study	Raul V.Bravo & Associates	Vienna	VA	4,750
Colombia	Cartagena Port Grain Terminal	Feasibility Study	Selection in progress			125,000
Colombia	Santa Marta Cargo Terminal Expansion	Feasibility Study	Louis Berger International, Inc.	Washington	DC	320,400
Colombia	Rail Sector Assessment	Definitional Mission	ICF Consulting	Fairfax	VA	25,000
Colombia	CNS/ATM Transition	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,800
Costa Rica	Rail Concession Bidders Briefing	Technical Assistance	Kingsley Group, Inc.	San Francisco	CA	18,000
Mexico	Mexico City Traffic Signaling	Feasibility Study	Selection in progress			376,500
Mexico	Pacific Group of Airports	Orientation Visit	Labat-Anderson, Incorporated	McLean	VA	39,642
Panama	IDB Panama City Transportation Projects	Desk Study	Hernan E. Pena, Jr.	Charleston	SC	2,500
Panama	IDB Panama City Transportation Projects	Technical Assistance	HDR Engineering, Inc.	Austin	TX	150,000
Venezuela	Puerto Cabello Port Facilities Expansion	Technical Assistance	Selection in progress			50,000
Venezuela	Western Rail	Feasibility Study	Tomen America, Inc.	New York	NY	275,000
Venezuela	CNS/ATM Transition Plan	Feasibility Study	Selection in progress			450,000
Latin America Regional	Regional Airlines Aircraft Initiative	Technical Assistance	Scott Hubbard	Fairfax	VA	3,946
Latin America Regional	Argentina/Chile Airport Projects	Definitional Mission	QED Airport & Aviation Consultants	Ridgefield	CT	24,574
Latin America Regional	Aviation Officials	Conference	Labat-Anderson, Incorporated	McLean	VA	74,761
New Independent States						
Georgia	Caucasus ATC Study	Desk Study	WM Associates	Camdenton	MO	3,850
Kazakhstan	EBRD Railways	Technical Assistance	J.H. Winner	Potomac	MD	80,000
Kazakhstan	Railways Restructuring	Orientation Visit	Various U.S. entities	Washington	DC	124,755
Kazakhstan	Air Traffic Control	Feasibility Study	DORS International	Washington	DC	110,080
Kazakhstan	Aktau Port Development	Definitional Mission	Leonard Sugin	Baldwin	NY	25,000
Russia	Natural Gas Vehicles and Compressed Natural Gas Distribution	Desk Study	S.H. Lucas & Associates	Pasadena	CA	5,000
Russia	Railway Sector	Definitional Mission	Harral, Winner, Thompson, Sharp, Lawrence, Inc.	Potomac	MD	24,964
Uzbekistan	Uzbekistan Airways Route Assessment	Desk Study	Montgomery Consulting Group, Inc.	Maitland	FL	2,800
Multi-Regional						
Multi-Regional	Railroad Express Opportunities	Other	Advanced Engineering Associates International, Inc.	Watertown	MA	7,599
Multi-Regional	Port Conference	Other	World Travel Service	McLean	VA	168,849
TOTAL TRANSPORTATION						\$13,651,325
WATER & ENVIRONMENT						
Africa/Middle East						
Ivory Coast	SIR Refinery Wastewater Treatment	Feasibility Study	Selection in progress			\$ 161,000
Zambia	World Bank Mine Township Services	Technical Assistance	Schiller Associates	Oakland	CA	28,045
ME Regional	Algeria/ Morocco Solid Waste	Definitional Mission	Frederick Mattson	Arlington	VA	25,000
Africa/ME Regional	Africa/Middle East Water Conference	Conference	World Travel Service	McLean	VA	4,808
Asia						
India	Solid Waste and Hazardous Industrial Wastewater	Definitional Mission	Performance Technology, Inc.	Lewiston	ME	24,400
Indonesia	Batam Island Industrial Water Treatment	Desk Study	Environmental Consultants Enterprise	Barrington	IL	2,500
Indonesia	Batam Island Industrial Water Treatment	Feasibility Study	Columbus Newport, LLC	Arlington	VA	483,500
Philippines	Mananga High Dam Project	Desk Study	Enertech International, Inc.	Grasonville	MD	2,500
Philippines	Mananga High Dam Project	Feasibility Study	Pennoni Associates, Inc.			561,200
Philippines	Cebu Potable Water Project	Feasibility Study	WorldWater Corporation	Pennington	NJ	235,470
Philippines	Industrial Air Emissions Project (ADB)	Technical Assistance	Kreuger Engineering & Sciences	Springfield	IL	114,000
Singapore	Incineration Technology	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	19,590
Taiwan	Environmental Project Opportunities	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
Taiwan	Tainan City Environmental Projects	Feasibility Study	Team Oregon LLC	Portland	OR	450,020
Vietnam	Ho Chi Minh City Solid Waste Management	Orientation Visit	Koeppen, Elliott & Associates, Ltd.	Washington	DC	78,098
Europe						
Czech Republic	Strazpod Ralskem Alum Plant	Feasibility Study	Selection in progress			255,000
Czech Republic	Ostramo Oil Sludge Lagoons Remediation	Technical Assistance	CH2M Hill International Services, Inc.	Herndon	VA	131,460
Czech Republic	Environmental Projects	Definitional Mission	Stephen F. Dachi	Arlington	VA	24,900
Czech Republic	KRPA Paper Recycling/Tissue Paper	Feasibility Study	Selection in progress			257,298
Czech Republic	IDOS Industrial Waste Treatment	Feasibility Study	Selection in progress			198,080
Estonia	Silmet Waste Management	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	5,000
Estonia	Silmet Waste Management	Feasibility Study	Selection in progress			103,030
Hungary	Ajka Solid Waste Eco-Processing	Desk Study	Cavanaugh & Associates, PA.	Winston-Salem	NC	2,500
Hungary	Ajka Solid Waste Eco-Processing	Feasibility Study	Selection in progress			200,425
Ireland	Border Counties Environmental	Orientation Visit	Chemonics International, Inc.	Washington	DC	59,374
Turkey	Anatalya Wastewater Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	2,500
Europe Regional	Regional Environmental Conference	Other	World Travel Service	McLean	VA	1,029
Europe Regional	Balkan Region Environmental Projects	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	37,000
Latin America						
Bolivia	SAGUAPAC Wastewater Project	Desk Study	Millennium Science & Engineering, Inc.	McLean	VA	4,000
Brazil	Rio de Janeiro Solid Waste Management	Desk Study	Dr. Donald J. Rhatigan	Vienna	VA	4,750
Brazil	Petrobras Environmental Remediation	Definitional Mission	Millennium Science & Engineering, Inc.	McLean	VA	25,000
Brazil	Industrial Environmental Remediation	Definitional Mission	Envirolatina Associates	Vienna	VA	24,619

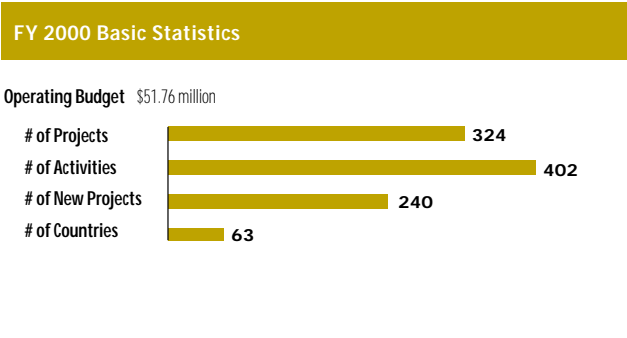
FY 2000 Program Activities — *By Sector*

COUNTRY	TITLE	ACTIVITY TYPE	U.S. FIRM	CITY	STATE	FUNDS OBLIGATED
Brazil	Industrial Environmental Remediation—CETESB UST Project	Technical Assistance	Selection in progress			425,000
Mexico	Water and Wastewater Treatment	Definitional Mission	Econergy International Corporation (EIC)	Washington	DC	24,500
Nicaragua	ENACAL Water and Sanitation	Orientation Visit	Meridian International Center	Washington	DC	22,009
Venezuela	Orinoco River Steel Mill Wastewater Treatment	Feasibility Study	Chester Environmental, Inc.	Moon Township	PA	46,118
Venezuela	Waste Iron Oxide/Petroleum Coke Project	Feasibility Study	Maumee Research and Engineering, Inc.	Northwood	OH	315,000
Venezuela	Jose Solid Waste Treatment Center	Feasibility Study	Camp Dresser and McKee International, Inc.	Cambridge	MA	140,000
Venezuela	PDVSA—Amuay Bay Clean-Up	Feasibility Study	Selection in progress			115,000
Venezuela	Toxic Waste Management	Orientation Visit	Louis Berger International, Inc.	Washington	DC	75,975
Venezuela	Hidroven Water Projects	Definitional Mission	Armentrout Roebuck Matherly Consulting Group	Athens	GA	24,558
Venezuela	Hidrocaribe Pump Station	Feasibility Study	Selection in progress			70,000
Venezuela	Hidrosuroeste Water Storage Reservoir	Feasibility Study	Selection in progress			170,000
Venezuela	Aguas de Yaracuy Wastewater Treatment	Feasibility Study	Selection in progress			230,000
Venezuela	Hidrocentro Wastewater Treatment	Feasibility Study	Selection in progress			173,000
Latin America Regional	Nicaragua/Honduras Wastewater Projects	Definitional Mission	AJGB Environmental Engineering Specialists	Bellevue	WA	24,173
Latin America Regional	IIC Environmental Project Analysis	Desk Study	Solana Incorporated	Portland	ME	2,500
Latin America Regional	IIC Environmental Project Analysis	Technical Assistance	Selection in progress			100,000
Latin America Regional	Costa Rica/Panama Water Projects	Definitional Mission	Econergy International Corporation (EIC)	Washington	DC	22,867
New Independent States						
Azerbaijan	Environmental Water Remote Sensing Monitoring	Feasibility Study	Environmental Research Institute of Michigan (ERIM)	Ann Arbor	MI	253,000
Russia	Chelyabinsk Nuclear Waste Clean Up	Feasibility Study	RedZone Robotics, Inc.	Pittsburgh	PA	375,000
Ukraine	Municipal Solid Waste Gasification	Desk Study	Brooks Howell and Co., LLC	Great Falls	VA	4,975
Ukraine	World Bank Biodiversity Project	Desk Study	Eurasia Environmental Associates, LLC	Reston	VA	2,499
Ukraine	World Bank Biodiversity Project	Technical Assistance	Environmental Research Institute of Michigan (ERIM)	Ann Arbor	MI	197,500

TOTAL WATER & ENVIRONMENT \$6,364,770

GRAND TOTAL \$51,761,442

FY 2000 Program Activities — *Appendix*



TDA Activities by Region By Number of Activities							
Year		1998		1999		2000	
Africa/Middle East		74	17.7%	90	21.3%	64	15.9%
Asia		81	19.3%	63	14.9%	73	18.2%
Europe		104	24.8%	110	26.1%	126	31.3%
Latin America		91	21.7%	84	19.9%	86	21.4%
NIS		62	14.8%	66	15.6%	47	11.7%
Multi-Regional		7	1.7%	9	2.1%	6	1.5%
TOTALS		419	100%	422	100%	402	100%

TDA Activities By Type and Number of Activities							
Year		1998		1999		2000	
DM/Desk Studies		168	40.1%	182	43.1%	159	39.6%
Feasibility Studies		122	29.1%	121	28.7%	110	27.4%
Orientation Visits		43	10.2%	38	9.0%	35	8.7%
Technical Assistance		64	15.3%	49	11.6%	58	14.4%
Trade-Related Training		1	0.3%	6	1.4%	4	1.0%
Procurement Assistance		6	1.4%	7	1.7%	15	3.7%
Conferences		14	3.3%	16	3.8%	16	4.0%
Other		1	0.3%	3	0.7%	5	1.2%
TOTALS		419	100%	422	100%	402	100%

TDA Activities By Value of Obligations							
Year		1998		1999		2000	
DM/Desk Studies		\$1,572,594	2.8%	\$1,563,183	2.7%	\$1,837,504	3.5%
Feasibility Studies		\$34,392,730	61.4%	\$33,250,471	58.3%	\$30,262,964	58.5%
Orientation Visits		\$3,169,446	5.7%	\$3,022,754	5.3%	\$2,501,228	4.8%
Technical Assistance		\$7,744,382	13.8%	\$8,451,516	14.8%	\$6,659,208	12.9%
Trade-Related Training		\$300,000	0.5%	\$1,505,000	2.6%	\$782,000	1.5%
Procurement Assistance		\$6,083,215	10.8%	\$6,017,000	10.5%	\$7,042,631	13.6%
Conferences		\$2,760,590	4.9%	\$2,717,287	4.8%	\$2,496,235	4.8%
Other		\$23,051	0.1%	\$519,652	0.9%	\$179,652	0.3%
TOTALS		\$56,046,008	100%	\$57,046,863	100%	\$51,761,422	100%

TDA Program Funds By Region			
Region	Core Budget	Additional Funds	Total Funds
Africa/Middle East	\$6,343,302		\$6,343,302
Asia	\$10,092,637		\$10,092,637
Europe	\$7,562,838	\$11,156,760	\$18,719,598
Latin America	\$9,929,389		\$9,929,389
NIS	\$256,008	\$6,108,763	\$6,364,771
Multi-Regional	\$311,725		\$311,725
Total	\$34,495,899	\$17,265,523	\$51,761,422

TDA receives transfers from other agencies to supplement its program, including funds from the Freedom Support Act for its NIS program and funds from the Support for Eastern Europe Democracy Act for its Europe Program.

TDA Activities by Region By Funding Levels							
Year		1998		1999		2000	
Africa/Middle East		\$8,248,258	14.7%	\$10,145,389	17.8%	\$6,343,302	12.3%
Asia		\$9,673,462	17.3%	\$9,319,548	16.3%	\$10,092,637	19.5%
Europe		\$17,579,863	31.4%	\$18,426,966	32.3%	\$18,719,598	36.2%
Latin America		\$9,980,191	17.8%	\$7,596,864	13.3%	\$9,929,389	19.2%
NIS		\$9,108,029	16.2%	\$9,931,541	17.4%	\$6,364,771	12.3%
Multi-Regional		\$1,456,205	2.6%	\$1,626,555	2.9%	\$311,725	0.6%
TOTALS		\$56,046,008	100%	\$57,046,863	100%	\$51,761,422	100%

FY 2000 TDA Activities By Economic Sector By Number of Activities							
Year		1998		1999		2000	
Agribusiness		12	2.9%	24	5.7%	13	3.2%
Energy & Power		73	17.4%	67	15.9%	76	18.9%
Human Resources		8	1.9%	11	2.6%	8	2.0%
Manufacturing		41	9.8%	35	8.3%	35	8.7%
Mining & Natural Resources		32	7.6%	33	7.8%	25	6.2%
Multisector & Other		27	6.5%	19	4.5%	33	8.2%
Services		38	9.1%	32	7.6%	22	5.5%
Telecommunications		29	6.9%	38	9.0%	34	8.5%
Transportation		111	26.5%	107	25.4%	102	25.4%
Water & Environment		48	11.4%	56	13.3%	54	13.4%
TOTALS		419	100%	422	100%	402	100%

FY 2000 TDA Activities By Economic Sector By Value Of Obligations							
Year		1998		1999		2000	
Agribusiness		\$909,427	1.6%	\$2,256,418	4.0%	\$1,364,789	2.6%
Energy & Power		\$10,602,160	18.9%	\$8,389,894	14.7%	\$11,416,475	22.1%
Human Resources		\$286,309	0.5%	\$1,430,265	2.5%	\$671,998	1.3%
Manufacturing		\$4,662,266	8.3%	\$5,938,834	10.4%	\$3,799,729	7.3%
Mining & Natural Resources		\$5,014,057	9.0%	\$6,538,117	11.5%	\$3,966,106	7.7%
Multisector & Other		\$2,704,982	4.8%	\$2,013,892	3.5%	\$3,146,335	6.1%
Services		\$4,220,828	7.5%	\$3,564,396	6.2%	\$2,243,151	4.3%
Telecommunications		\$2,262,199	4.1%	\$4,063,751	7.1%	\$5,136,744	9.9%
Transportation		\$20,147,757	36.0%	\$17,520,742	30.7%	\$13,651,325	26.4%
Water & Environment		\$5,236,023	9.3%	\$5,330,554	9.3%	\$6,364,770	12.3%
TOTALS		\$56,046,008	100%	\$57,046,863	100%	\$51,761,422	100%

Mission

The U.S. Trade and Development Agency assists in the creation of jobs for Americans by helping U.S. companies pursue overseas business opportunities. Through the funding of feasibility studies, orientation visits, training grants, conferences, and various forms of technical assistance, we enable American businesses to become involved in the planning stages of infrastructure and industrial projects in middle income and developing countries. By doing this, we provide American firms with market entry, exposure, and information, thus helping them establish a position in markets that are otherwise difficult to penetrate.



## U.S. TRADE AND DEVELOPMENT AGENCY

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